

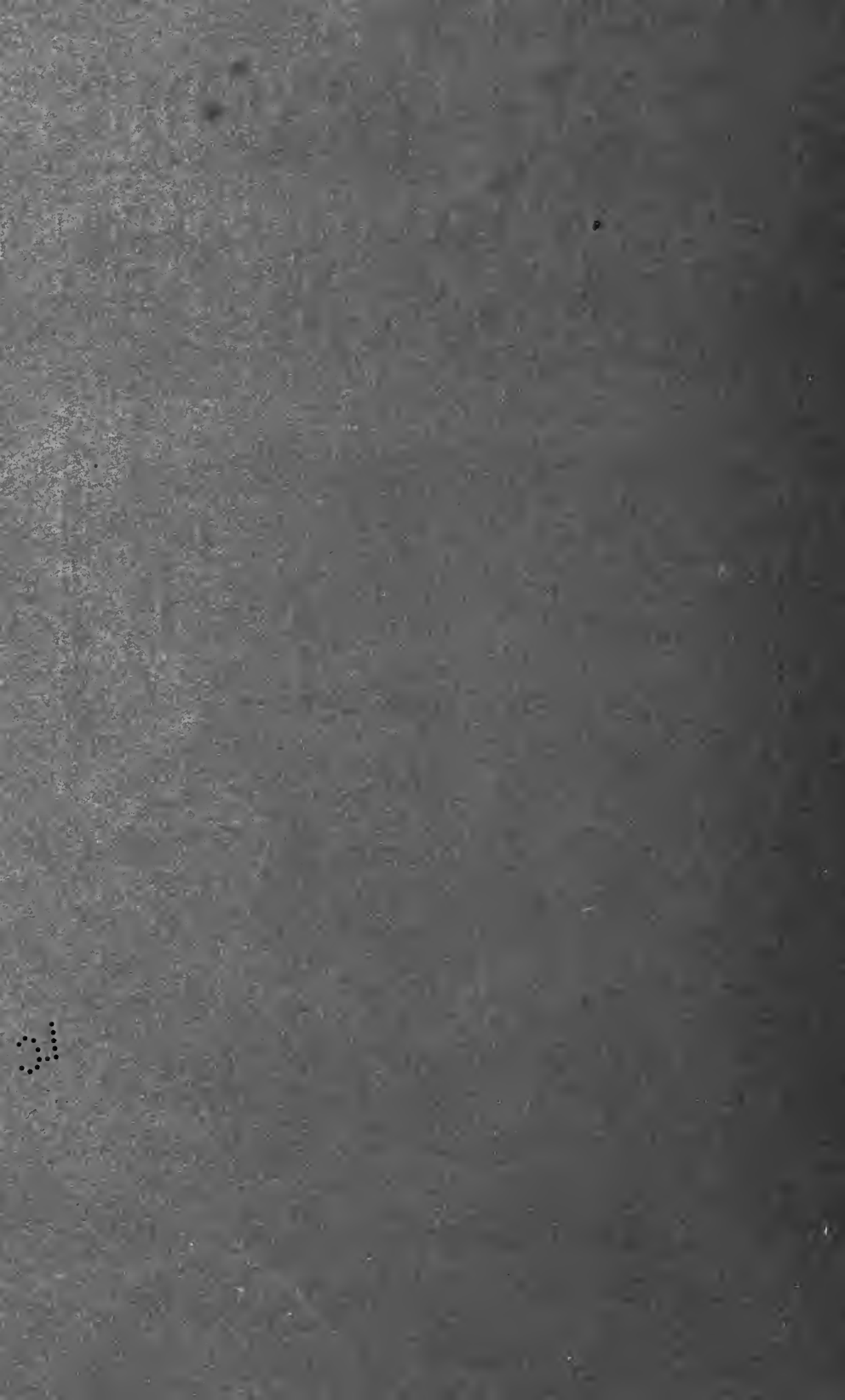
BRISTOL

□ VIRGINIA-TENNESSEE □
ITS INTERESTS AND
INDUSTRIES



Compliments of _____

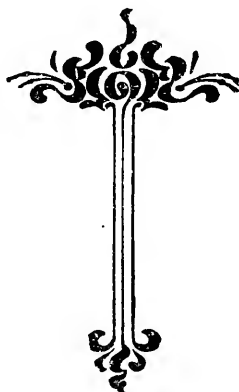
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THE CITY OF BRISTOL

VIRGINIA-TENNESSEE

ITS INTERESTS AND INDUSTRIES



COMPILED UNDER THE AUSPICES OF THE
BOARD OF TRADE

Also a Series of Comprehensive Sketches of
Representative Business Enterprises

BRISTOL

I. J. ISAACS, COMPILER

KING PTG. CO., PRINTERS

1915



Watauga Power Company's Dam, Supplying Light
and Power to the City of Bristol.

The City of Bristol

Bristol's growing importance as a commercial and industrial city may be considered as dating from the beginning of the present century. Fourteen years of steady and spirited progress in the new century have put the village days of this community in the well-defined past. The locality and the region were destined from the logic of the situation to make Bristol not only an important trade and industrial center, but the gateway to vast resources in the mountains and valleys of the Southern Appalachian region. Being on the dividing line between Virginia and Tennessee, Bristol had its birth in what is recognized by authorities on American history as the westward path of the march of civilization on the continent of North America. The building of the first railroad southward from New York followed in part the route of the old stage coach line. By Joseph R. Anderson, the founder of Bristol, this location, which was the meeting point for two distinct sections of the most important railroad of the times, was recognized as a promising location for a city. From an obscure beginning, some sixty years ago, Bristol has sprung into prominence as one among the most prosperous and most promising business communities in the south, and now, because of the important highway developments of recent years, whose lines center here as the gateway to the great region of the Southern Appalachians, is recognized as the gateway for tourists, who are coming more and more each year to explore the grand chain of mountains stretching away to the south along the Tennessee-Carolina border.

With just such a combination of mountains and valleys as form Bristol's environment, it is not surprising that there has sprung up here a splendid city, with ever enlarging opportunities and prospects. The conditions have been entirely favorable, not alone from the viewpoint of establishing a commercial and industrial center, but from that of civic and home life. Under the most promising stretch of skies in any portion of the Southland, Bristol has become a city of inviting proportions, with many substantial and costly structures in the business district, and with numerous handsome and costly homes in the several residence districts. With such buildings, representing an investment of multiplied millions of dollars, have come the civic and public improvements incident to the best spirit of progress. These include miles of paved streets, many miles of substantial concrete sidewalks, parks, an electric car service and a brilliant lighting system; an array of handsome and costly churches, representing every denomination; a substantial and thorough system of public schools and a trio of institutions for higher education, which schools have attracted boys and girls seeking an education from about twenty states of the Union. Both the Bristol business and home life are made more inviting by reason of the fact that, aside from the wealth of natural resources that back up the community, the entire surrounding country is rich from the viewpoint of agriculture, so that the products of the soil have added in a material way to Bristol as a market, although farming and agriculture upon modern lines and in accordance with scientific methods are as yet but in their infancy in the region.

THE CITY OF BRISTOL

CLIMATIC CONDITIONS

Paramount with Bristol's railway and highway facilities, to which her wonderful growth and progress are largely due, is the climate. Considered the year round, this country perhaps does not afford more favorable climatic conditions anywhere within its bounds. The winters are in the main mild and inviting, while the summers are delightful. The nearby mountains give tone to the summer atmosphere. There are no oppressively hot days, and there is always a crispness and freshness about the atmosphere that makes this a good climate for either work or pleasure. The figures on Bristol's temperature, submitted by the Agricultural Department of the National Government, afford a refreshing insight to the



Bristol, Tenn., Postoffice

climatic conditions here. These figures we quote in comparison with those for Asheville, North Carolina, since the latter city is advertised as a health resort because of its climate.

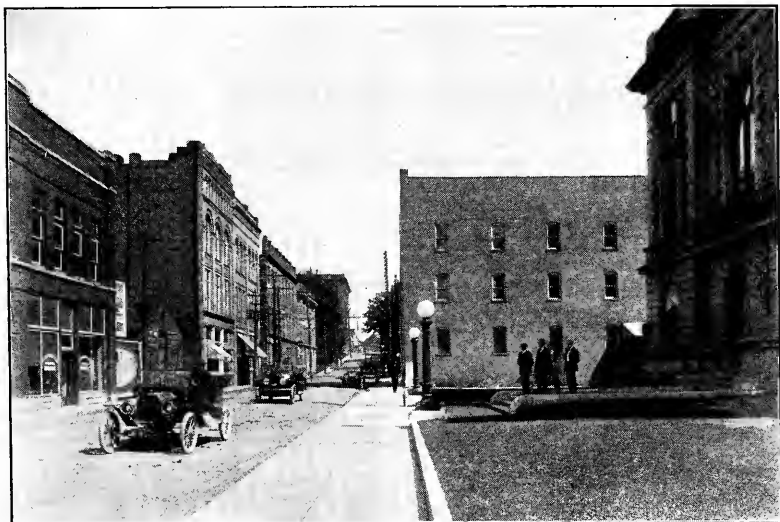
Average Monthly and Annual Temperature and Rainfall

| | Jan. | Feb. | June | July | Aug. | Sept. | Nov. | Dec. | An'l | Inches Annual Rainfall An'l |
|----------------|------|------|------|------|------|-------|------|------|------|--------------------------------------|
| Bristol..... | 33.9 | 32.9 | 71.3 | 74.3 | 72.6 | 67.1 | 45.2 | 35.6 | 54.3 | 41.83 |
| Asheville..... | 38.3 | 39.1 | 69.5 | 72.5 | 70.6 | 63.9 | 42.6 | 38.4 | 54.4 | 43.45 |

A HAVEN FOR TOURISTS

In view of the foregoing figures, and in view of the generally recognized fact that few localities in the whole country afford a more charming climate, Bristol has every inducement to become a haven for tourists. The hotel rates are reasonable, and aside from this form of entertainment, there are a number of private boarding houses of the better class, where board and room can be had at from \$20.00 to \$25.00 per month, according to the

standard of accommodations. Tourist rates on the railways entering Bristol are available. White Top, Linville, Blowing Rock and other mountain resorts within easy reach of Bristol, are noted for trout-fishing and other interesting features of sport and amusement. Other points of interest are: Natural Tunnel, one of the most notable geological wonders of the world, which is visited daily by picnic parties; Sycamore Shoals, where the heroes of the battle of King's Mountain assembled for the march to the scene of the deciding contest of the American Revolution; the Daniel Boone Beech Tree and points of interest along the "Boone Trail;" Washington Springs and other picturesque mountain summer resorts. Recently a writer touring these scenes had the following to say of a descriptive nature: "It is a region of broad light and fresh breezes, and wide



View on Shelby Street

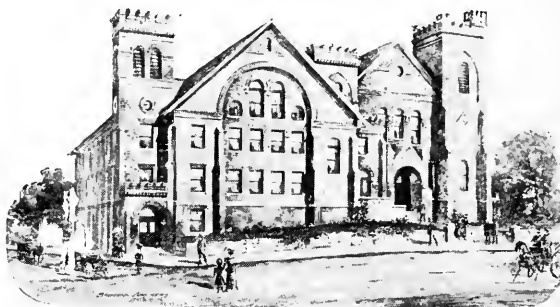
horizons. Here the Universal Artist and Divine Sculptor has wrought in splendid achievement, the canvas is limitless, the marble and granite of colossal dimensions upon which He has painted His imperishable and enchanting landscape, and carved out in enduring stone the sublimest images."

RAILWAY FACILITIES

Accountable more than any other single factor for the wonderful business development in Bristol is its transportation facilities. With competing railway lines entering the city, Bristol enjoys exceptionally inviting transportation rates, and is not only in touch with the more important markets of the country, but has practically every desired facility for bringing in the raw materials of the region. The Norfolk and Western Railway, extending eastward through Virginia to Norfolk and making connections for Washington, Baltimore, New York and other cities east, connects here with the Southern Railway system for all points south, thus making a direct line from New York to New Orleans and other important southern cities. The Virginia and Southwestern Railway, with two divisions, reaches Mountain City, Tennessee, near the Carolina line, southeast of Bristol, and at Appalachia, Virginia, connects with the Louisville and Nashville Railway for Clinch Valley points to the northeast and for Cincinnati, Louisville and

other cities west. The Holston River Railway extends from Bristol through two counties of Southwest Virginia, and thence through Hawkins County, East Tennessee, connecting again with the main line of the Southern at Bull's Gap. The Holston Valley electric railway extends to Holston Mountain southeast of Bristol, opening to the Bristol market a promising farming and fruit section, and an ideal summer resort on the Holston River.

Thus, it may be seen, that Bristol has railways leading in all directions, and, it should be added, that by reason of the extension of the Virginia-Carolina Railway through the mountains of Western North Carolina, a new trade territory and a new timber and mineral belt have been opened to this community. By reason of these facilities, Bristol is in close touch with a number of the more important metropolises. Passenger runs out of Bristol may be made as follows: To Norfolk in ten hours; to Washington in ten hours; to Baltimore in eleven hours; to Philadelphia in twelve hours; to New York in sixteen hours; to Louisville or Cincinnati in twelve hours; to Chattanooga in six hours; to Birmingham in nine hours; to New Orleans in fifteen hours; to Memphis in fifteen hours; to Nashville in ten hours. For like reason, Bristol is in close touch with the important markets of the country from the standpoint of freight traffic.



First Presbyterian Church

These advantages have counted for much in the general growth and development of the city. By their aid, the enterprising and progressive business men of the community have been able to make Bristol the foremost commercial and industrial city of this great region of natural wealth.

COMMERCIAL DEVELOPMENT

There is no one feature of Bristol's business development that ranks with her commercial growth. In twenty years Bristol has grown in commercial importance until she is now ranked with the more important jobbing centers of the South. As a matter of fact, Bristol is credited with being the most important jobbing center in the whole country, population considered. From a small beginning, the jobbing business has grown until there are now fifty houses devoting most of their time and energies to the wholesale trade. These houses are now doing a business that aggregates about ten million of dollars annually, with an annual increase from year to year of from ten to fifteen per cent. These houses represent a capital of nearly \$2,500,000, and give employment to 677 persons, their annual payroll being \$471,439. The trade of Bristol's wholesale firms extends to many of the Southern States, the bulk of the trade being in Tennessee, Virginia, West Virginia, Western North Carolina and Eastern Kentucky. The increase in Bristol's wholesale trade for 1914 amounted to upwards of

\$1,000,000. The trade extension work of the jobbers is conducted under the direction of the Commercial Department of the Bristol Board of Trade, of which F. C. Newman is director. The jobbers' committee of this department is made up of: John A. Mahoney, chairman; J. H. Faucette, W. H. Cox, J. P. Young, J. D. Faucette.

MANUFACTURING AND INDUSTRIAL OPPORTUNITIES

Thirty-eight manufacturing concerns in Bristol did during 1914 a business of \$3,453,471. This represented an increase over the previous year of \$244,521. The capital employed is \$1,723,400. The men and women employed total 1,799, and they receive in wages \$822,293 per annum.

Aside from Bristol's present manufacturing interests there are a number



Tennessee

View on State Street

Virginia

of important opportunities awaiting men who contemplate investing their money in industrial enterprises. The extensive and valuable natural resources of this region make Bristol an ideal location for many lines of manufacture. With an abundance of iron ore to the southeast of Bristol, including the red and brown hematite ores of East Tennessee and the magnetic iron ores of North Carolina, reached via the Virginia-Carolina Railway, with an unlimited supply of choice fluxing stone nearby, and with mountains of coal lying off to the northwest in the nearby Virginia mountains, there is every reason for faith in the prospect for making Bristol the center for a great steel-producing district. Capitalists with an eye to such promising opportunities must sooner or later appreciate the logic of the situation, and when that time comes—and it can hardly be distant—Bristol will be the iron manufacturing center which her illustrious founder intended, when he named the new town for Bristol, England.

Another promising line of manufacture for Bristol relates to such industries as manufacture articles from hardwoods. Furniture factories and plants manufacturing wood novelties and other articles from wood, would be destined to a large measure of success here. There is an abundance of choice oak and other hardwoods that would be available for furniture and

other wood-working plants. Among other industries that would find special inducements to locate in Bristol are such as manufacture wagons and other vehicles, pottery, hosiery, cotton fabrics, wooden and paper boxes, shirts and collars, knitted underwear. With inviting labor conditions and a surplus of both male and female labor, and with a large area of surrounding country to draw from, Bristol can easily accommodate a number of important manufacturing concerns in addition to those now in operation. There is no city in the country that offers more inducements to enterprises suited to the region. The city government is liberal in the question of water rents, tax rebates and other privileges. Industrial



Union Railway Station

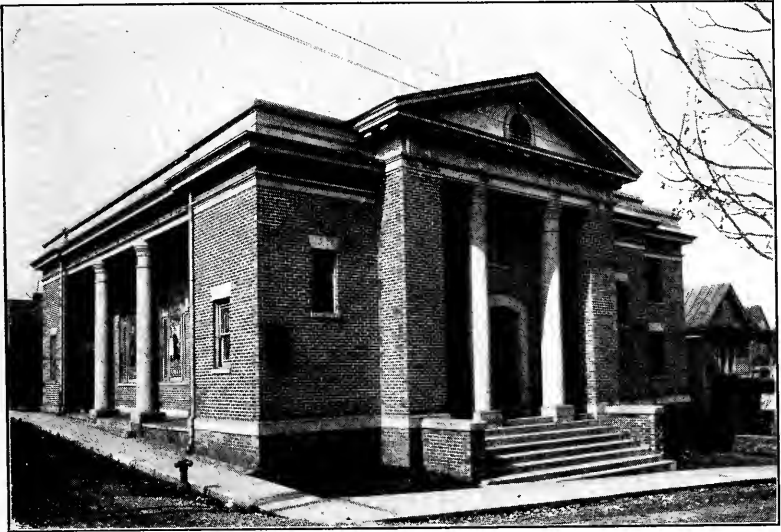
sites can be had at low prices. Steam coal can be purchased as low as \$1.25 per ton on yearly contracts. Bristol is also supplied with power from an hydro-electric plant on the Watauga River. The operating company furnishes electric power at invitingly low prices for manufacturing purposes. There is an abundant supply of oak for use in manufacturing, and it can be purchased at a very low price, considering its choice quality. In addition to the oak that can be shipped in over the railroads, large supplies come in daily on wagons, and the wagon trade in oak and other hardwoods is significant of what is offered manufacturers of hardwood articles in the way of special inducements. The splendid system of stone highways entering Bristol makes it easy to deliver hardwoods from long distances by wagon. Four railroads handle a great deal of lumber which comes into Bristol at a rate of from two to ten cents, dependent upon the distance, but on a rate not exceeding five cents enough lumber can be secured to supply several large manufacturing plants. Thus, from the standpoint of exemption from taxes, cheap and desirable labor, and from a power standpoint, there is hardly a city anywhere that can equal Bristol.

BANKING

The liberal policy pursued by the banking institutions of Bristol in financing industries is another encouraging factor. While the banks are conservative, in that they do not make reckless loans, they are, however, very liberal in granting aid to the wholesale and manufacturing interests located in Bristol. For example, there are a number of successful firms,

both of a commercial and industrial character, that enjoy lines of credit at from \$10,000 to \$30,000 each, dependent upon demands and assets. The rates of interest are as liberal as may be found anywhere in the South, and the accommodations to any bona fide business as good as any city in the country.

Bristol is most fortunate in the type of its banking institutions. There are four banking institutions, and each is being conducted by men of progressive, and yet conservative banking ideas. As an evidence of careful, conservative and honest management, Bristol's principal institutions of this character have stood the test of time and have grown stronger and better from year to year. The banking institutions of Bristol are as



First Methodist Episcopal Church

follows: The First National Bank, Dominion National Bank, Bank of Bristol and The Washington Trust and Savings Bank. The total amount of capital, surplus and undivided profits of the banks is nearly \$500,000 and the total resources aggregate about \$3,000,000. Detailed notice of these institutions will be found later on in this volume. The value of these institutions to the business community can not be overestimated. They have, of course, made possible the wonderful commercial development of the community and have been a pillar of support to manufacturing and other enterprises that have sprung up in the rapid progress of the community.

AGRICULTURAL

From an agricultural viewpoint, there is perhaps no region of more promising opportunities than in the country surrounding Bristol. With a variety of soil not surpassed anywhere, this region has every cause for becoming one of the wealthiest in the South from the standpoint of agriculture, horticulture and stock-raising. The soil is for the most part well adapted to grasses and grains of almost every kind, while valuable trucking lands belong to every community. The uplands, and the valleys as well, are especially adapted to clover, alfalfa, timothy and other hay crops. The uplands are especially well adapted to wheat, oats, barley and other

small grain crops, while the valleys produce abundantly of corn, potatoes and cereals. By proper cultivation, it is possible to reap from one to two tons of clover hay per acre from the average land of upper East Tennessee and Southwest Virginia counties, while alfalfa may by proper inoculation of the soil be cultivated to even better advantage. The upland wheat yield, when given proper cultivation and fertilization, ranges from twenty to forty bushels to the acre. Corn yields of from fifty to one hundred and thirty-five bushels to the acre are being obtained by the adoption of scientific methods of fertilization and cultivation. Orcharding is equally promising along the mountain ranges and in the foothills of the mountains, and commercial orchards are being planted as the first experiment along this line. The great perfection attained in the growth of apples and peaches

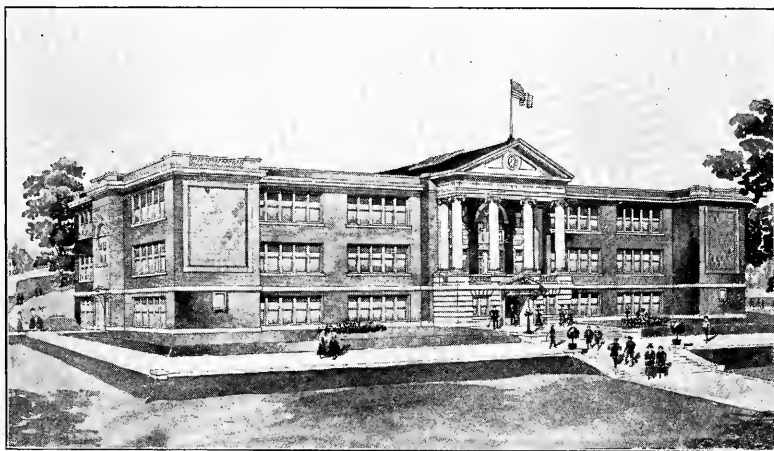


View on Cumberland Street

along the mountain ranges, even without the attention and care now demanded in modern horticulture, has demonstrated beyond the shadow of a doubt that there is no more inviting region in the country from the standpoint of successful orcharding.

The adaptability of upper East Tennessee and Southwest Virginia to blue grass, makes this an ideal region for grazing and stock-raising. Thorough-bred horses, high-grade cattle, sheep, hogs and poultry, all do well in this region, and the abundant opportunity for gaining wealth from these sources is just now dawning into a prospect for the fulfillment of wonderful possibilities. The annual rainfall is a guarantee against disastrous drouths, while the mild winters require nothing like the long period of winter feeding that is a part of the stock-raising industry in the western states. The quality of horses and cattle produced on a few of the best-kept farms in East Tennessee and Southwest Virginia afford all the evidence necessary as to the great possibilities for the industry. Governor Henry C. Stuart, of Virginia, the largest individual cattle-raiser in Southwest Virginia, who owns thousands of acres of choice blue-grass lands, has clearly demonstrated the possibilities of Southwest Virginia soil along this line in the large number of cattle he has produced for the export markets from year to year. While this industry is only in its beginning, measured from the standard of modern production, the eyes of stock men are now upon the region, and the next decade promises wonderful development.

The yearly increase in the poultry industry affords every evidence of a promising field for men who are familiar with the needs and demands of this industry. Although the poultry and egg shipments from Bristol have reached a volume of probably more than a million dollars a year from this point, this can hardly be considered a fair indication of the prospects for this industry, for the reason that up to this time there are very few persons in this region who are in the poultry-producing business as an exclusive line, most of the poultry now produced being that which comes from the farms, and is raised by men who are devoting most of their time to general agriculture.



C. B. KEARFOTT, ARCHITECT New Grammar and High School, Bristol, Va.

In the last three years, state and federal farm experts have devoted some time to farm demonstration work in this region, with the result that many of the farmers have familiarized themselves with some of the more important methods of scientific farming. Better yields are being had as a result, and choicer breeds of stock are being introduced.

To the investor, who is looking for real opportunities from an agricultural and horticultural standpoint, this region appeals. Up to this time the farm products of the surrounding country have been far short of the demands of the home market, due, of course, to the primitive methods which have continued in vogue in many of the counties. The freight tonnage in and out of Bristol shows that heavy purchases of grains, potatoes, truck, etc., come in from other sections. Practically all of these foodstuffs can be produced here, and with the new methods of farming now coming into use, there is every indication that another decade will bring this region up to the standard that is equal to the inviting opportunities for progressive farming.

OUR HIGHWAY SYSTEM

Agriculture has been given a special boost by reason of the system of macadam highways that now thread many of the counties adjacent to Bristol. The expenditure of many millions of dollars in the building of highways through the surrounding country has had the effect to bring the farms up to a better standard. Farm houses have been improved and better schools and more pretentious churches have been provided in the rural districts. Through this same agency, Bristol has been put in close

touch with the farming districts, and the result is already being felt in a most substantial way. It has been an inspiration to all the people and has infused new life in both the country districts and the cities and towns affected. Henry Roberts, of the Bristol Board of Trade, has been the foremost spirit in road-building in this section. He has made great sacrifice to promote and put into effect a comprehensive plan of road construction. As a result of five years of his activities, aided by other road boosters and by the liberal policy of the Bristol Board of Trade along this line, Bristol is now accepted by tourists in all parts of the country as the natural



Road Before Improvement

and actual gateway to the most charming section of the South—the Southern Appalachian Region. As a result of the distribution of ten thousand souvenir highway maps, showing the highways of the region and the number of important highways that come to and lead through Bristol, thousands of inquiries are being received, and already the indications point to a time when the hotels of this region will be crowded with tourists from early spring until late in the fall. This means a substantial mine of wealth within itself, to say nothing of the benefits of a direct nature derived from these roads by all persons living in the region traversed by them. In the preface to his highway map of the Southern Appalachian Region, Mr. Roberts says in part:

“Good roads are the proof of a good community. They make for better living. They are the constant reminder of the bigger, brighter and better ways of doing things, a higher type of country life, the application of scientific principles in agriculture; a more intimate realization of the relation of the individual to the community and of the community to the State and Nation. A good road is a good business investment, an educator, a moral force, a civilizer and an index to a high type of citizenship.”

The millions spent for good roads and steel bridges in this region in recent years, have resulted in the completion for the greater part of a number of through highways and in marked progress on others, with the result that but few years remain until it can be said that all important highways now being constructed will have been completed by the filling in of unfinished links.

As a result of highway promotion work in this region and in the states of Virginia and Tennessee, the following important highways, all of which pass through or radiate out from Bristol, are now, or soon will be, realities: Bristol-Memphis Highway, extending from end to end of Tennessee; Bristol-Washington Highway, crossing Virginia from Bristol to the National Capital; Bristol-Norfolk Highway, which will eventually be completed between the extreme ends of Virginia; Bristol-Knoxville Highway, an East Tennessee road through the tier of counties adjacent to the western line of the State; Bristol-Bluefield-Pittsburg Highway, now almost com-



Road After Improvement

pleted between Bristol and Bluefield, West Virginia, and projected to extend thence to Pittsburg; Crest-of-the-Blue Ridge Highway and Bristol-Charlotte Highway, and Bristol-Lexington Highway.

With all these important highways centering here, Bristol becomes the natural gateway for tourists from all sections of the country to the picturesque portions of the great Southern Appalachian mountain region. Already inquiry has been stimulated in all parts of the country touching this system of highways, and automobile tourists are making special study of the routes. It means that when the remaining unfinished links are connected up, Bristol will be the gateway to the most charming region of the South for the thousands of tourists who will frequent these mountains during the warmer seasons of the year.

EDUCATIONAL

Educational development has kept pace with Bristol's progress in a way that gives special pride. The public school system has advanced steadily and gratifyingly, until it ranks with the best in the South. Both the citizens of Tennessee Bristol and Virginia Bristol have manifested a substantial interest in this feature of progress. As a result, there are ten substantial public school buildings, including two for colored people, and in order to keep up with the growing demands, Virginia Bristol has at this time well under way a handsome new Central High School building, which represents an investment of about \$100,000, while Tennessee Bristol is considering a substantial addition along the same line.

The public school and college properties represent an investment in round numbers of \$500,000. The public school work is maintained upon

a high standard, and the policy contemplates proper care of every demand for common school education. In addition to this excellent system of public schools, Bristol has three colleges. These institutions for higher education have substantial plants and are equipped for college work in all of its branches. As a result of the splendid standard of these institutions they are widely known and enjoy substantial patronage from about twenty-five states. These schools are: Virginia Intermont College for girls, conducted under the auspices of the Baptist Association of Virginia; Sullins College for girls, conducted under the auspices of the Holston Conference, Methodist Episcopal Church, South, and King College, an old and honored Presbyterian school for the education of boys. There are, in addition to these institutions, two commercial schools for the education of young men and young women for business occupations. These are: Nixon Business College, and McAllen Bristol Business College.

VIRGINIA INTERMONT COLLEGE FOR YOUNG WOMEN

The Virginia Intermont College for Young Women dates back its inauguration to 1884. It was originally located at Glade Spring, Washington County, Virginia. At the commencement of its career its operations were upon a very restricted scale, the number of boarders the first term being but thirteen and the teachers three in number. It continued, however, rapidly to develop, and the school so gained in popularity that increased facilities became imperative. The public spirited citizens of Bristol, becoming interested, subscribed liberally to have the school removed to this city, and the College was ultimately completed on its present site and was ready for the opening of the fall session in 1893.

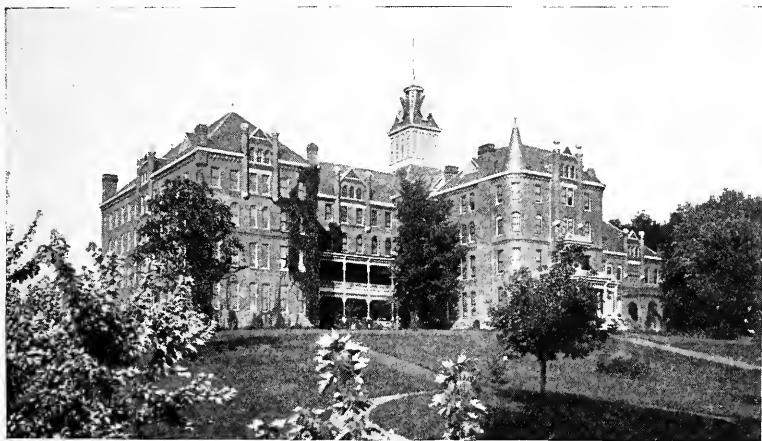
The main building is one of the handsomest school edifices in the South. It covers an area of 253 x 60 feet, with two wings, respectively of 40 x 80 feet. One of these is used as a dining room and the other as a chapel, with a seating capacity of about six hundred. This hall has recently been furnished with elegant opera chairs. The second floor contains the new and elegant art studio with four apartments. The front, or "Administration" building, is 50 x 50 feet, and contains offices, parlors, guest chambers and apartments for teachers. The music building is constructed apart from the other buildings with only hall connections and contains thirty-two rooms. The entire structure contains one hundred and sixty-five rooms. The building is covered with slate, heated throughout with steam, and lighted with electricity. Bath rooms, with hot and cold water, are provided on every floor.

The Virginia Intermont College imparts a complete academic course of study, supplemented by instruction in Vocal and Instrumental Music, Art, Expression and Domestic Science. It is known as a "Standard Junior College; and it accomplishes four years of high school and two years of college work, which leads up to the junior year in what are known as "A" colleges, such as Smith, Vassar, Wellesley, etc. All students who take a full course here can, in two years time, after entering the higher colleges, be able to graduate in them with an A. B. degree. Also upon completion of the course here they receive certificates which qualify them to teach in any graded or high school. This places the Virginia Intermont College in the very front rank of educational institutions for young ladies outside of the higher colleges or universities.

The faculty of the Virginia Intermont College is particularly strong and includes twenty teachers, practically all of whom are degree graduates and a proportion of them are post-graduates of the higher universities.

The courses of study at the Virginia Intermont College include the fol-

lowing: Mathematics, Latin, French, German, English, History, Bible, Philosophy, Natural Science, Expression, Physical Training and Gymnastics. Particular attention is due to the Conservatory of Music. The courses in this department include the preparatory, intermediate, advanced and concert courses in instrumental, piano and pipe organ work, besides voice culture, leading up to choir, concert, opera or oratorio work. The College has gained a wide-spread repute for its music teaching, which is conducted under the supervision of highly skilled instructors who have every experience and a high reputation. The Conservatory gives instruction in the violin and other stringed instruments and teaches also the theory and history of music, counterpoint, etc. In connection with the music departments we may mention that there are here some thirty new practice pianos, none of them having been over five years in use.



Virginia Intermont College

The average number of pupils is about 170 to 180. Of these, about forty-five are day pupils. Boarding pupils come from over eighteen states, the majority, however, are from Virginia, Tennessee and Mississippi.

An atmosphere of cheerfulness and content pervades throughout. The discipline is mild but firm, and application and good behavior are adequately rewarded. The morals of the students are carefully supervised and guided in the right paths to make the girls self-respecting, healthy in mind and body and capable of taking their proper place in the world after bidding farewell to the institution. The College is conducted in affiliation with the Baptist Church, but is non-sectarian and pupils are permitted to attend what church they may wish.

This city has been pronounced one of the most healthful in the South. Its altitude is about nineteen hundred feet above sea level and the College is two hundred feet above the city. From the grounds and buildings a beautiful mountain view is obtained. The altitude of the institution practically makes it immune from malaria, and there are no extreme variations of heat or cold. The benefits of a residence here are soon apparent in the improved appearance and demeanor of the pupils.

The fees for tuition and board are from \$200.00 to \$300.00 per year, the prices varying with the location and appointments of the rooms. The above comprises the regular courses, with music, art and expression extra.

Enquiries and correspondence are solicited and full particulars will be forwarded along with the Annual, which goes fully into details. Parents are cordially invited to visit the school and observe for themselves the cheerfulness and happiness of the students.

The president of the College is H. G. Noffsinger, M. A., who has filled his present position for about a year. He was, however, vice-president for two years previously. Prior to then he was for five years in charge of the South Side Institute, of Chase City, Virginia, and four years before was president of the Franklin Academy, Franklin, Virginia. Before that he was for four years a teacher in Windsor Academy, Windsor, Virginia. He is a graduate of Richmond College and has practically devoted all his life from boyhood to educational pursuits.

KING COLLEGE

The above high-class scholastic institution was founded in 1867 by the Holston Presbytery to afford young men the advantages of a liberal education, with a thoroughly classical and scientific training, combined with



King College

moral and spiritual instruction. It has since attained a reputation which may almost be said to be country-wide, and today hundreds of its former pupils are to be found in all walks of life, such as pastors, teachers, lawyers, physicians and other professional pursuits, as well as in agriculture and other vocations.

The College is conducted under the control of the Holston Presbytery, with a board appointed by that body, which includes a number of leading residents of this city and vicinity. The location of the College here leaves but little to be desired. The climate is salubrious, the scenery picturesque and everything combines to make the site an ideal one for health and work. The College is built upon an eminence not far from the centre of the city, but sufficiently far from the dust and turmoil which of necessity are inseparable from all industrial cities. The main school structure includes the dormitories. There is also the Alumni and Old Students' Building, which

includes the gymnasium, an auditorium, two literary society halls and a library. The Caldwell-Tadlock Memorial Hall is used for the boarding department; also the college reading room and the apartments of the president and the physical director. In the main building resides a number of the members of the faculty. We must mention also the college campus, which consists of five acres adorned with beautiful old trees, grassy lawns, etc. Here ample room is available for outdoor sports and exercises. The dormitories are well kept, enjoining neatness on the part of the students. Shower baths are provided with hot and cold water. The plumbing is thoroughly sanitary and up-to-date. The health of the students is made a first consideration, and cleanliness in the broad sense of the term—cleanliness both of body and mind is especially inculcated.



Central Presbyterian Church

In reference to the courses of study, we may state that the College does four years of college work, following four years of high school work. If necessary a preparatory course is given to qualify for the regular course. An A. B. degree granted by King College admits graduates to take post-graduate studies in the leading universities of the country, or it entitles them to certificates without examination as teachers in the high schools of Virginia and Tennessee. An A. B. degree of King would enable a student to go, say, to Harvard or Yale and qualify by a further course there to the M. A. degree at those universities.

The courses of study at the College include Astronomy, Biblical Instruction, English, Greek, History and Political Science, Education, Latin, Mathematics, French, German, Physical Science, Physics, Geology and Mineralogy, Zoology and Botany, Philosophy and Psychology, Social Science, Physical Training, etc. For further information our readers are advised to send for the King College Bulletin, which goes fully into details, and which in addition to any required particulars will be cheerfully forwarded by the president.

The rate of tuition and board for resident pupils is \$200.00 per year, that is to say, thirty-six weeks of tuition and residence. This rate is exceedingly low, taking into consideration the high class education the institution imparts. It would not be possible to offer such terms were it not that the College has an endowment fund, and particularly in view of the fact that this fund is largely supplemented by donations from individuals who realize the good they are doing in generously supporting a beneficent institution of this meritorious character. The College affords an unusual opportunity for young men of limited means to secure an education at an expense equivalent to only about one-half of the actual cost of the operation of the school.



Young Men's Christian Association

While conducted under the auspices of the Presbyterian Church the College by no means is restricted to students of this denomination. On the contrary, many of them are of other sects, and indeed this may also be said of some of the members of the faculty. Of course, Christian principles and conduct are corner-stones upon which are founded the routine and system, and daily prayer-meetings form part of the normal exercises.

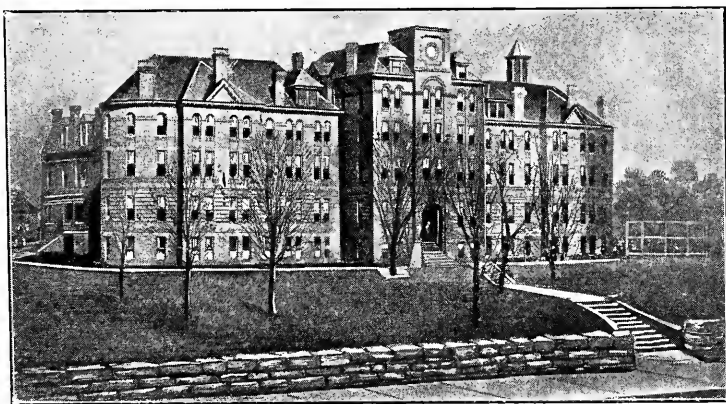
The president of the College is Tilden Scherer, M. A., D. D. He is a graduate of King College and Union Theological Seminary. He has been president for about four years, and prior to his election he was identified with Presbyterian Committee Publication work at Richmond.

SULLINS COLLEGE-CONSERVATORY

Sullins College-Conservatory was established in 1870. It was named after its founder, Rev. David Sullins, M. A., D. D., who was one of the most eloquent preachers and true Christians in this country.

The College is located in an elevated part of the city, and it includes four buildings, all connected. The main structure is 216 x 40 feet; the chapel is of the dimensions of 40 x 70 feet; the north hall covers an area of 44 x 70 feet and the south hall also 40 x 70 feet.

The entire establishment is thoroughly equipped as regards sanitary conditions. It is lighted by electricity and heated by steam. Bath rooms are on every floor, and everything is here to promote the comfort and health of the pupils. There is a well equipped gymnasium, and seasonable sports and out-door games and exercises are encouraged. There are accommodations for about 125 pupils, as well as for a large number of day pupils. The average number attending the College is about 200, of which approximately 135 are residents. The climate of Bristol is particularly healthful, the city lying in a mountain valley, and it is nearly 1800 feet above sea-level, giving pure air and a bracing atmosphere.



Sullins College-Conservatory

Sullins College-Conservatory imparts a course in literature and it makes special features of music and the art departments. The courses include Philosophy, English, Latin, French, German, History and Political Economy, Mathematics, Natural Science, Music—Vocal and Instrumental—Art—Painting, Drawing and History—Expression, Physical Culture, Domestic Science, Bookkeeping, Stenography and Typewriting, Mental and Moral Science and Training, Religious Education, etc. The College makes a specialty in graduating the young ladies in a course of Bible Study, giving a special diploma in this department.

Special attention is due to the Musical or Conservatory departments. The faculty in this branch includes a number of instructors of high reputation. Every branch of musical culture is taught, including the piano, violin and stringed instruments, vocal instruction, musical history, theory and practice, etc.

Sullins College-Conservatory is directly connected with the Methodist Episcopal Church, South, and is under control of a local Board of Trustees, which comprises a number of leading men of this city. It solicits enquiries from parents and guardians, and all information and descriptive catalogues will be cheerfully furnished upon application. The fees for board and tuition are from \$225.00 to \$300.00 for the school session of two terms. Music and art studies, as well as French and German are extras, as also are bookkeeping, shorthand and typewriting.

The Rev. J. C. Orr has recently been chosen by the Trustees as president of the College. This gentleman was before Presiding Elder of the Morristown District. He is a man of high culture and one of the sweetest spirited men and sincere christians in Holston Conference. It is confidently expected that he will make one of the most efficient and popular presidents that the College has ever possessed.

Although conducted under the auspices of the Methodist Church, the institution is open to all denominations. It is, however, carried on under truly Christian principles. The health, comfort and happiness of the students are not lost sight of equally with their technical training.

BRISTOL'S CHURCHES

It is doubtful if there is another city of its population in the country with so many handsome churches and strong church organizations. Next to its importance as an educational center, it is a city of churches. Practically all denominations are represented in a substantial way. The church houses have been erected at great cost, ranging in value at from \$4,000 to \$75,000. The more costly edifices include: The First Baptist Church, costing, including furnishings, close to \$75,000; the First Presby-



Central Christian Church

terian, costing, including its Sunday School annex, about \$60,000; State Street Methodist, costing about \$50,000, including furnishings; the Central Presbyterian, Emmanuel Episcopal, the First Methodist Episcopal, Lutheran Church of the Redeemer, and the Central Christian. Reflecting the religious life among the young men of Bristol is the Young Men's Christian Association building, which was erected and furnished at a cost of about \$75,000.

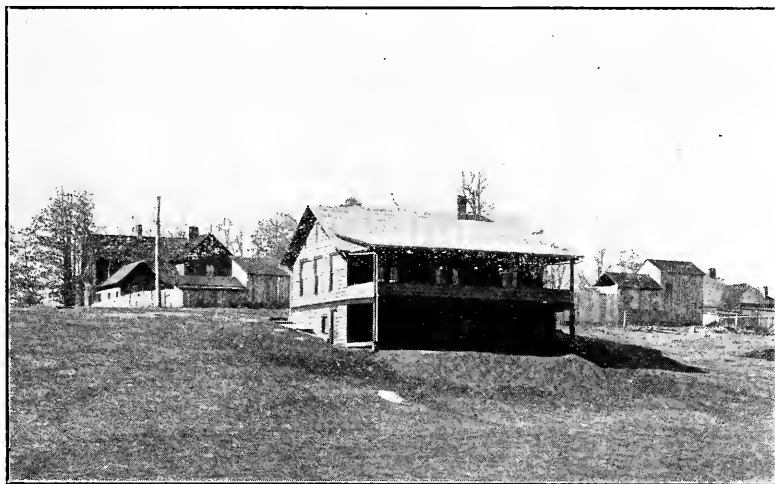
BRISTOL'S PARKS

Bristol has two parks within the corporate limits—Virginia Park and Anderson Park. The former consists of more than forty acres of virgin oak forest, purchased in recent years, and yet to be provided with modern equipment for summer use. The latter is a small but beautiful plot, not far from the business center, and is provided with "white way" standards. Its grove of sugar maples and other shade trees make it a most inviting place during the summer months. Bristol is convenient to two summer resort parks. These are: Big Creek Park, a charming summer outing and camping place, with numerous private cottages, and with a dancing

pavilion on the river bank, and good boating and fishing; and Island Park, on the same river, at Bluff City. Big Creek Park is reached by a trolley car line, while Island Park is reached via the Southern Railway or the Beaver Creek Pike, which is an ideal automobile driveway.

THE COUNTRY CLUB OF BRISTOL

The Country Club of Bristol was instituted about the year 1900, and its possession by the city may be taken as one of the great attractions and conveniences. From comparatively small beginnings and a limited membership it has steadily developed, until at the present time the aggregate of its members includes a large number of the leading citizens of the community. The club comprises an attractive and well-equipped clubhouse, which is just completed and which is modern and up-to-date in



C. B. KEARFOTT, ARCHITECT

Bristol Country Club—Exterior

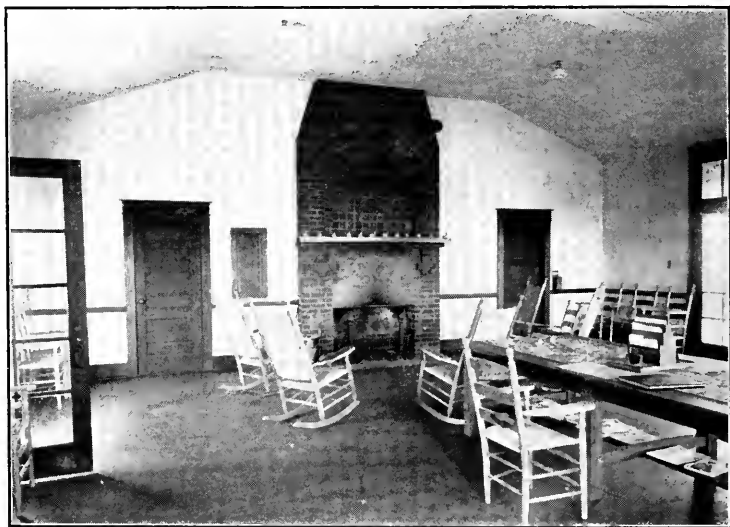
every detail. Its conveniences include lockers for men and women, shower baths, kitchen, and in fact everything that would be expected in a first-class establishment of this character. It has also a large hall for dancing, where meetings of the club are held at least once a week.

Particular attention is due to the club's facilities for playing golf. A new nine-hole golf course of 3,100 yards has just been completed. This course was laid out by the well-known golf expert, Mr. Alex. Findlay, who has a reputation which is world-wide. The course lies on a rolling, hilly country, and it has exceptionally good turf, and it will favorably compare with some of the best known and most prominent golf courses in the country. The putting greens are all of fine turf and they have been installed by Mr. Fred Pickering, of Boston. Bristol being in a mountainous section of the country, turf greens may be said to be exceptional and particularly in the South, and for this reason alone the facilities of this club may be taken as especially noticeable. The club house is situated on an eminence overlooking the full course and also giving a beautiful view of the mountains in the distance. The possession of this club is a feature of Bristol, and golf can be played here every month of the year. Golf players come here frequently to avail themselves of their favorite game and persons properly accredited will be cordially welcomed by the club authorities. The grounds are about 2,000 feet above sea-level and the air is pure and exhilarating. The club is easily accessible by street-car ser-

vice, and there is in Bristol one of the best hotels in the South, which offers all conveniences and attractions to visitors. Golf players will find it pleasant and profitable to spend at least a limited time in Bristol where all facilities and a delightful and healthful climate await them.

In addition to the golf course, there are also here two well laid out and excellent tennis courts, which supplement the other attractions.

The Club is well managed, and of course every safeguard and restriction is exercised to make it refined and high class. Its executive officials are: H. P. Wyman, president; Guy Darst, vice-president, and W. O.



C. B. KEARFOTT, ARCHITECT

Bristol Country Club—Interior

Came, secretary and treasurer. These gentlemen take interest and pride in the conduct of the Club to enhance its attractions and popularity. We are assured that golf lovers and others will find it gratifying and pleasurable to stop off at Bristol when passing through or indeed to make a special effort to pay a visit here. Their time will be well spent and they will find at all seasons a golf course of exceptional character such as is not often obtainable in places of far greater pretensions than is claimed for this city.

LIGHT AND POWER—BRISTOL GAS AND ELECTRIC CO.

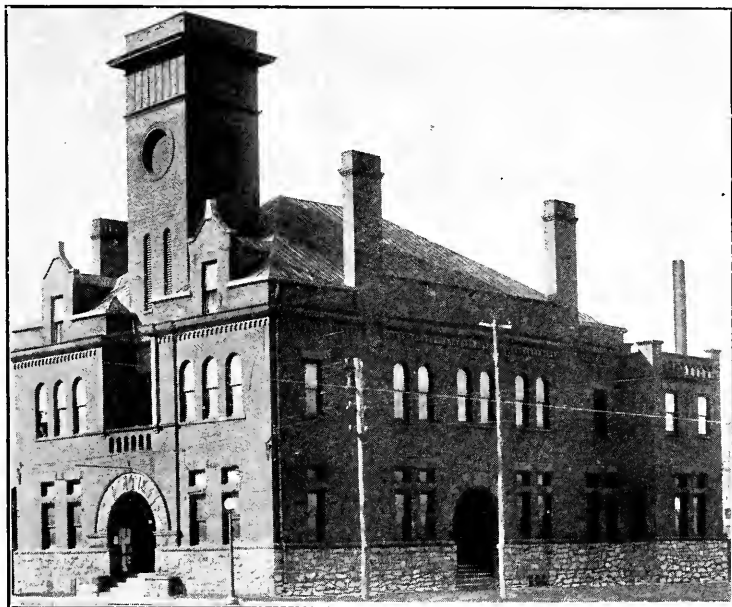
This company has now been in operation here for nearly thirty years, but from time to time its facilities have been greatly extended and enlarged. Today it operates one of the most up-to-date and complete plants of its kind in any city of similar population in the entire country.

The Bristol Gas and Electric Company constitutes one of the possessions of the firm of Henry L. Doherty & Company, of 60 Wall Street, New York, who own and operate some 150 similar public utilities in various parts of the United States. The president of this company is Henry L. Doherty, and H. H. Scott is vice-president. These gentlemen are both residents of New York. S. M. Vance is general manager of the enterprise in this city.

The power for operating the plant here is furnished by the Watauga Power Company, which owns a water power and a dam about twenty-seven miles from Bristol. This Company is distinct from the Bristol Gas and Electric Company, but it is affiliated with it, being also owned and controlled by Henry L. Doherty and Company. It is managed from

the Bristol office. Besides furnishing the power to the Bristol system, it also supplies the power for operating a similar plant at Elizabethton, Tennessee. The company is also now constructing high-tension lines to Bluff City, Tennessee, and Abingdon, Virginia.

Speaking of the work of the Bristol Gas and Electric Company here, we may say that Bristol is the best lighted city of its size in the South. It has a "White Way" not surpassed anywhere. The public lighting includes a large number of three-light and five-light standards of elegant form, using sixty-watt Tungsten lamps each. A noticeable feature is Bristol's big electric sign, one of the largest in the country.



Bristol, Tennessee, City Hall and Court House

Speaking of the facilities of the Company for furnishing power, we may state that a very large proportion of the industries here obtain power from this organization. This convenience may be considered as an important feature of Bristol's facilities, inasmuch as it enables all kinds of manufacturing enterprises to be operated without the expense of having to put in complicated and costly operative appliances.

The company has also an auxiliary turbine steam plant which, serves as an additional safeguard toward efficiency. At the same place they have their gas plant, which is complete in all its details. They supply all the gas lighting in the city, and gas is furnished at a very reasonable price. Speaking of the utilization of gas for heating and cooking, we might say that in the summer months the use of gas ranges may almost be said to be invaluable, obviating all inconveniences and unpleasantness of dirt, dust and labor. In the winter heat can be readily obtained from properly constructed gas stoves, which can be shut off when not required, rendering their use much cheaper and much more convenient. The company puts in gas heating and cooking appliances at absolute cost, obtaining their profit in the consumption of the gas.

Mr. S. M. Vance has been with the company for about twenty-five years. His lengthened experience naturally eminently qualifies him for the duties of his position. He, moreover, takes a close interest in the general development of the city and in making known abroad the inducements it has to offer as a congenial and advantageous field in which to carry on business. He is a former president of the Board of Trade and is at the present time chairman of the Industrial Committee of the Board.

It is safe to say that the energies and activities of this company have been productive of great benefit and advantage to the city. It has revolutionized Bristol, as far as light and power are concerned. Its facilities are practically unlimited—that is to say they are fully adequate to all



Bristol, Virginia, City Hall and Court House

demands that may be made upon them for many years to come, and its management is conducted upon a basis of modern methods and enterprise. Any industry that the Board of Trade may induce to locate here, will be met with fairness and liberality by this company, overcoming any legitimate competitive price for power from any quarter. It will be realized that the cost of electric light and power will compare favorably here with any city in the South, while the service will be found all that could be desired.

THE BOARD OF TRADE

The Bristol Board of Trade has been in existence for more than two decades. Its purpose is to promote the commercial, industrial and civic welfare of the community, and since the date of its organization it has been instrumental in securing a number of the more important industries of the city, has done much to promote the commercial interests of the community, and has accomplished lasting benefits in the promotion of highways. There is hardly a day that some important problem or condition, involving the welfare of the community, is not before this organization. It has undoubtedly accomplished many and lasting benefits for the community, and is today the city's principal assurance that no important

movement fails to receive its attention, looking to larger and better things for the community. It has not only secured the principal industries now located here, but has worked to benefit all concerns doing business in the city, and has promoted and fostered educational movements, chautauquas, conventions, annual meetings of state and national importance, and has been alert to the general welfare.



State Street Methodist Episcopal Church, South

The Board of Trade was reorganized and departmentized in the summer of 1914, and while following the reorganization, the great European war broke out, causing a general withdrawal from fields of investment and making investors timid and afraid, the Board has, however, kept in close touch with several important propositions, and has pursued the policy of keeping on the bright side, realizing that periods of depression are necessarily followed by periods of renewed activity and prosperity. The Board as reorganized in 1914, has the following officers: H. P. Wyman, president; Clarence G. King, vice-president and chairman of the Members' Council; N. B. ReMine, secretary; J. N. Huntsman, director of the Department of Administration; C. L. Baumgardner, director of the Department of Public Affairs; Carl A. Jones, director of the Department of Publicity; F. C. Newman, director of the Department of Commerce; R. F. Preston, director of the Department of Agriculture; H. W. Reynolds, director of the Department of Industry.

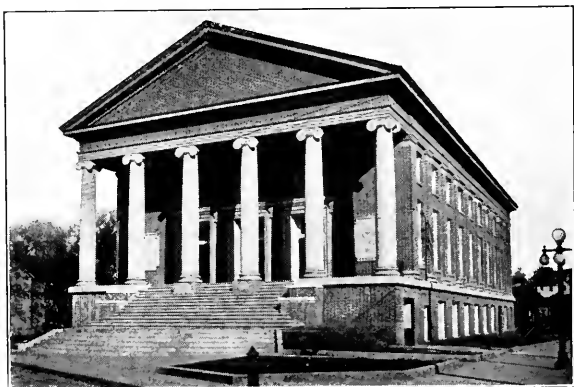
CREDIT MEN'S ASSOCIATION

One of the most unique and interesting commercial organizations in Bristol is the Bristol Association of Credit Men. This organization is affiliated with the National Association of Credit Men. The Bristol Association was organized in 1910, and has a membership of forty-four, the largest, population considered, in the United States. The National

Association has a membership of 20,000. The local branch is also a member of the Tennessee State organization. The Bristol association has for its officers: F. C. Newman, president; J. E. Legard, first vice-president; N. H. Masengill, second vice-president; W. E. Sams, secretary, and E. E. Huntsman, treasurer. The best work of the Bristol Association has been in the adjustment of fire losses. Its plan has made the Association the most widely known and appreciated organization among the credit men of the entire nation. The plan has become known as the "Bristol Plan," and it has attracted attention of credit men in all parts of the country as being the most successful plan suggested or tried.

RETAIL MERCHANTS' ASSOCIATION

The Retail Merchants' Association of Bristol was organized in January, 1914, with a membership of twenty. The membership was increased within a year to seventy-five, and the goal of one hundred members was set for another twelve months. The officers are: J. W. Umstattd, president; P. A. Goodwyn, vice-president; T. H. Hedrick, treasurer; I. B. Nickels, secretary; B. E. Ballard, reporting secretary.



C. B. KEARFOTT, ARCHITECT

First Baptist Church

The Association is a mutual co-operative organization owned and controlled by its members. It is not designed to make money, but to eliminate trade abuses and improve trade conditions, to give a credit protection and to foster a spirit of good fellowship. It is the only organization working solely and directly for the benefit of the retailer. Among its activities last year were two co-operative trade weeks, in which about 30,000 pieces of literature were sent out each time, setting forth the advantages of Bristol as a shopping center.

The compiler of this book begs to tender to Mr. N. B. ReMine, the secretary of the Board of Trade, his thanks and acknowledgments for valuable assistance and favors extended him during the progress of getting out the work. It may also be stated that nearly all the subject matter included in this first part of the book emanated from the pen of Mr. ReMine, who will be glad to correspond with any one who may be interested in this city, or who is desirous of investigating the really valuable advantages and inducements that Bristol offers at the present time to those who may be looking out for a desirable place in which to locate an industry or engage in business.

The City of Bristol

Some Representative Industries and Business Establishments with Sketches of their Foundation, History and Progress.

E. W. KING COMPANY

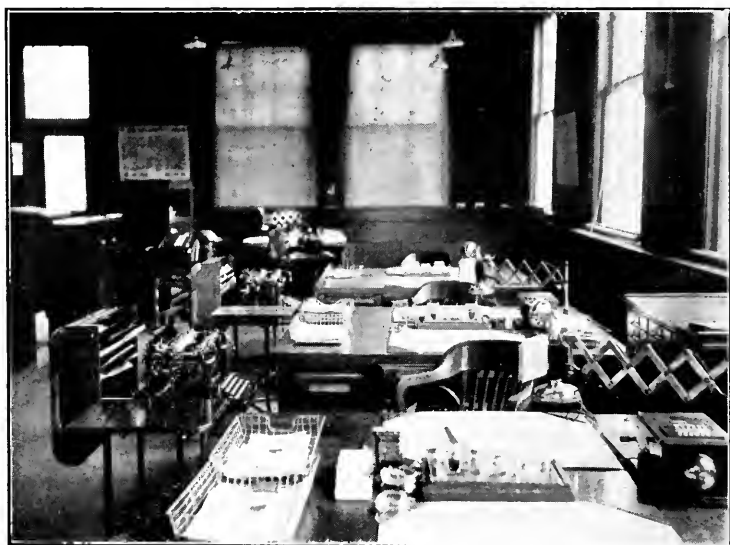
Wholesale Dry Goods and Notions, 606-612 State Street

A house that may be quoted as the pioneer in the upbuilding of Bristol's wholesale trade is that now conducted as the E. W. King Co. Its establishment dates back to about thirty-six years ago when Mr. E. W. King came here from White Store, Tennessee, and opened up a small retail dry goods business. Ten years later he added wholesale operations, and about twenty-one years ago he disposed of his retail business and confined his energies solely to his wholesale trade. Since then the enterprise has steadily expanded and now may be classed as one of the most important of its kind in this section. The premises now utilized are upon and contiguous to, the site where, at the outset, but a single floor was utilized. Now they comprise three large buildings, one of three floors 35x100 feet, another of three floors 50x150 feet, and a four story structure of 50x50 feet, giving altogether an area of nearly 45,000 square feet. The stocks here carried embrace dry goods, notions, gents' furnishing goods, mattings, carpets, etc. In all lines the assortments are complete, and particularly suited to the wants of the trade to which the house caters. We may mention, however, as leading lines: Dress goods and fancy goods, and in mattings, China and Jap goods, and "Crex" druggets. In certain of these lines the firm are direct importers. The firm employs twelve travelling salesmen, covering large sections of Tennessee, Virginia, North Carolina, Kentucky and West Virginia, and altogether their business entails the services of from forty to fifty assistants. The shipping facilities available to and from Bristol insure that this territory is well served upon favorable freight rates, and this induces the trade to consider this fact when contemplating placing their orders. The house with its lengthened experience entirely understands the trade requirements and enjoys the full confidence of its customers, some of whom have done business with the concern continuously since its foundation. The gentlemen identified with the proprietorship and management are E. W. King, president; C. G. King, vice-president; O. J. Scott, treasurer, and L. H. Wilson, secretary. They are all well known residents who have long been identified with the material progress and general welfare of the community. Mr. E. W. King is also president of the King Bros. Shoe Co., president of the First National Bank, and he is connected with other local enterprises here. Mr. C. G. King is a son of Mr. E. W. King. He is vice-president of the Bristol Board of Trade. Mr. Scott was with Mr. E. W. King while the enterprise was a retail one and Mr. Wilson has been with the house for some twenty years. Concluding this notice we will but further say that by virtue of its long established reputation, its close touch with manufacturers, importers and first hands generally, its ample resources and its lengthened experience, this concern is fully in a position to offer the best inducements to merchants at the same time that it has been long contributive to the reputation of the city as a highly advantageous trade center and source of supply.

BRISTOL DOOR AND LUMBER COMPANY

**Wholesale Dealers in Lumber and Manufacturers of Mill Work,
Bristol, Tennessee**

The above very important enterprise of Bristol, was established in 1889, and it has ever since steadily continued to expand, and today it may be ranked as second to none of its kind in this section of the South. The plant covers altogether an area of about four acres. Upon this ground, besides lumber sheds, are the office building, box factory, planing mill, mill work factory, dry kilns, etc. The equipment is thoroughly up-to-date and complete, embodying modern and latest improved machinery and appliances. There is here in operation a band saw mill, having a capacity of about 25,000 feet of sawn lumber daily. Particular attention is due to the appointments of the office of the firm. It may be cited as one



of the most attractive and best-fitted up offices this side of New York. It is finished in native chestnut and it may be taken as illustrative of the facilities and work of the house. The various departments of this industry offer employment to from 150 to 175 work-people and assistants. We believe that this company has the largest pay-roll here of any concern whose interests are wholly identified with the city. The Bristol Door and Lumber Company are manufacturers of lumber mainly from native hard woods and they also make everything generally included under the designation of mill work, in addition to certain hard wood products suitable for furniture manufacturers and for other uses. The woods utilized are grown in this section and include oak, ash, chestnut, bass, poplar, walnut, cherry, hickory, maple, butternut, beech, pine, etc. The quality of these woods is equal to any grown in the country, and the operations of this house insure that they shall be manipulated to the best advantage to form them into the most marketable shape. The business was established to utilize these native hard woods and manufacture them into the finished products under the best conditions. The specialty of the house is the manufacture of all kinds of interior hard wood finish, which is disposed of to the trade in carload lots, mainly in the East, from Washington, D. C., to Portland,

Maine. The facilities here available are such as assure the most desirable products being offered to the trade at lowest prices. Besides having commercial travellers calling on dealers, the company has special agents in New York, Philadelphia, Boston, etc., through whom business is transacted in those localities. The company also manufactures hard wood flooring, table tops for the furniture trade, curtain poles, all parts in plumbers' supplies made from wood, washboards, and in fact everything and anything in hard woods that may be demanded of it by the trade. Their proximity to their sources of supply for the raw material, their complete plant and the experience of the management all combine to enable them to cater well and advantageously for business. Some idea of the extent of their operations may be realized by the fact that they paid out on freights for lumber and merchandise the large sum of \$25,000 during the past year. The executive officials of the company are: W. O. Came, president; H. G. Peters, vice-president, and H. P. Wyman, secretary and treasurer. These gentlemen are also identified with other interests of importance. Mr. Came is president of the J. E. Came Company, of Boston, billiard manufacturers. Mr. Peters is a lawyer of this city and he is also a director of the Dominion National Bank here. Mr. Wyman is president of the Board of Trade of Bristol, is a director of the Dominion National Bank, of the Hotel Bristol Company, of the Washington Trust and Savings Bank and is also president of the H. P. Wyman Lumber Company, of 525 State Street, this city. Messrs. Came and Wyman have had exceptional experience in the lumber industry. Mr. Came came here from Boston some nineteen years ago, where he was associated with his father in the manufacture of billiard tables, a kindred business. Mr. Wyman is originally from Michigan and became a resident here about nine years ago. His father and grandfather were in the lumber business before him, so that it may be said to be a family tradition to be identified with this typically American industry. The company publishes an illustrated catalogue of their products, which they will be glad to forward if desired. It details the character of their manufactures along with prices current, dimensions and all particulars. Concluding this sketch we will but further say that employing a large number of skilled operatives and others, this house has accomplished much in the advancement of the industrial thrift of the general community, and its location here is of material benefit and importance to the city and locality generally.

MASENGILL BROS. COMPANY

Manufacturing Pharmacists, Bristol, Tennessee

This important enterprise was established in 1900 as Masengill Bros., incorporation transpiring about eight years ago. The factory is contained in a four-story building of 50x75 feet and another floor in the building adjacent, of 40x52 feet, is also utilized. The works are equipped with all required appliances and apparatus suited to the industry. The firm manufactures pharmaceutical preparations and specialties, including compressed and hypodermic tablets, fluid extracts, tinctures, syrups, elixirs, ointments, pills and indeed practically everything required by physicians and druggists in prescription work. The house publishes a complete catalogue detailing their products and this will be sent to qualified inquirers upon application. The company's patronage is largely with physicians and druggists throughout the states of West Virginia, Virginia, Tennessee, North Carolina, Kentucky, Georgia, Alabama and Florida, in which district they are represented by from twelve to fourteen travellers. In addition, they do a large mail order business throughout Delaware, Indiana and

other states. This house is the only one in the South that ever started and maintained a business of the kind successfully for fifteen years and which is still going strong with unabated success and reputation. The house's representatives visit small and large towns, calling on physicians and filling their requirements. A large proportion of their business, however, is obtained through correspondence and they invite enquiries and will promptly reply to all communications. Their products bear the highest reputation for quality, purity, freshness and strict regard to formulæ, and this has been a prime factor of the success of the business. The gentlemen conducting this enterprise are Messrs. S. E. Masengill, president, and N. H. Masengill, secretary and treasurer. Both give their closest personal attention to the details of the industry. Mr. S. E. Masengill is a graduate of medicine, and looks after the laboratory details. Both gentlemen are natives of Sullivan County, Tenn. Their father was Dr. J. D. Masengill, who practiced medicine in this locality for over forty years. Thus the proprietors may be said to be more than ordinarily qualified by association, education and experience to successfully conduct an industry of this character.

W. G. SHEEN AND COMPANY

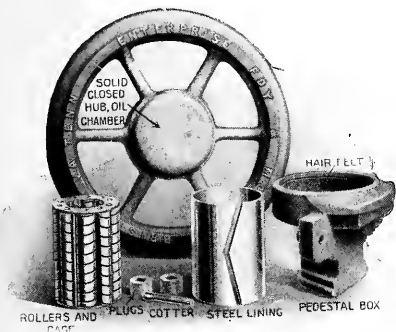
General Insurance, Corner Sixth and State Streets

The business of the above well-known and reliable insurance agency dates back to the year 1885, when it was established by the present senior member of the firm. It is the oldest established enterprise of the kind in the city. In 1894, the present title was adopted, the copartners now being W. G. Sheen and his sons, Fred R. Sheen and W. W. Sheen. The firm transacts a general insurance business, representing twenty-eight of the oldest, largest and most reliable American and foreign fire insurance organizations in the world. They also write life, accident, casualty, liability, bonding, plate glass, boiler and automobile policies. They have a special department for life insurance and are representatives here of the Prudential Life Insurance Company of Newark, New Jersey, one of the best-known and highest class life companies in the United States. Through this organization they write policies embracing every desirable form of life insurance and its methods and terms are most liberal and advantageous. Messrs. W. G. Sheen and Company also represent the United States Fidelity and Guarantee Company for bonding, liability, automobile and plate glass insurance and this also is an institution of the highest standing and character. The patronage of the house, while largely local, also extends to neighboring sections and includes farm insurance, residential properties, etc. The reputation of the house extended over so long a period has always been of the highest, the companies they represent and the prompt settlement of all just claims contributing to this result. The personnel of the firm must also be taken into consideration. Mr. W. G. Sheen is also a director of the Washington Trust and Savings Bank. He has been a resident of Bristol for the past thirty years, coming here from Massachusetts, and originally from Canada. Prior to establishing his present business he was connected with the Bailey Construction Company, who built what was then known as the South Atlantic and Ohio Railroad, and which has since changed its designation to the Virginia and Southwestern Railroad. At the time of the construction of the road Mr. Sheen was in charge of all the mineral, timber and real estate interests of the company. After the work was finished Mr. Sheen decided to locate here and entered upon his present enterprise. That a full measure of success has attended his efforts is evidenced in the progress and advancement of his business. His sons, Messrs. Fred R. Sheen and W. W. Sheen have grown up with the

enterprise and have had a thoroughly practical experience. With a long record of honorable dealing in the past this firm is in a position today to afford the best facilities and advantages to residents of Bristol and vicinity in assuring them prompt, certain and solid indemnity, as well as courteous attention, skilled advice and every legitimate inducement available.

ENTERPRISE FOUNDRY AND MACHINE WORKS, Inc.
Manufacturers of Chilled Car Wheels, Castings, Etc.
Bristol, Tennessee

The above important enterprise was established some years ago, and for a time it was operated as a stove works. The present proprietorship, however, dates from about ten years ago, when the character of the business was changed and the scope of its operations extended. The present plant, which covers a considerable area, includes the foundry and machine shop, 150x200 feet; the pattern and storage building, 75x50 feet and the raw material storage warehouse, 200x50 feet. All required machinery of the best character is in operation and an average of about fifty skilled mechanics and laborers are employed. A regular foundry and

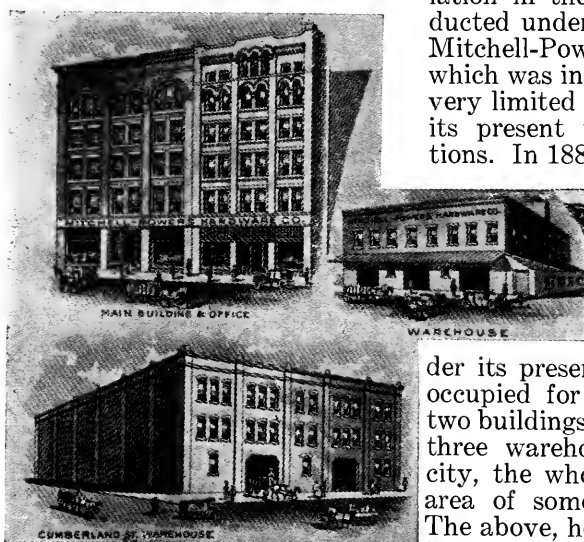


machine business is here operated but the specialty is the manufacture of chilled car wheels, mining cars and cars for industrial railways. The "Enterprise" chilled Annealed Self-Oiling, Roller-Bearing Car Wheels, made here, are acknowledged to be the most desirable, effective and economical manufactured. Their essential qualities are summed up in the sentence: "Long Wear and Easy Pull." This covers every point in a few words. The "Enterprise" Chilled Car Wheels on which the cars run, are guaranteed for five years against wheel breakage, tread, flange or hub wear and wheel failure of any kind and they require lubrication only twice a year. The "long wear and easy pull" is the result of perfect balance and scientific metallurgy. The "Enterprise" Roller-Bearing Wheel is made from the best of selected raw material by competent workmen under the highest scientific and skilled supervision. These roller bearing wheels are more desirable than ordinary plain bearing wheels, requiring but half the power to move. Their reputation is now national, and they are sold throughout the country. The house publishes descriptive and illustrated printed matter which will be forwarded upon application. The president and treasurer of the company is Mr. W. F. Daniel. He devotes his closest attention to the financial and executive details. Mr. A. W. Whitney is the metallurgist, with a thoroughly practical experience of the mechanical details. As a metallurgist and authority on chilled and other irons he is an advanced expert of the highest order. He has written a number of articles on this and other kindred subjects for some of the best known technical publications in the country. All wheels at these works are made under his direct supervision. Mr. C. P. Daniel, brother of the president, assists in the business and is in charge of the drafting and mechanical departments. This industry aids materially in advancing the reputation of the city as a producing center and the name of "Enterprise" is well chosen and may be taken as typical of the management and the superiority of the products.

MITCHELL-POWERS HARDWARE COMPANY

Wholesale Hardware, Mill Supplies, Etc., State Street

A typical enterprise which forcibly illustrates the character and extent of the jobbing business of Bristol—the largest of any city of similar population in the country—is that conducted under the designation of the Mitchell-Powers Hardware Company which was instituted in 1880, upon a very limited scale, as compared with its present very important operations. In 1888 the designation of the



firm was J. D. Mitchell and Company, and two years later it became Mitchell, Powers and Company. In 1900, the enterprise was incorporated under its present title. The premises occupied for the business comprise two buildings on State Street, besides three warehouses elsewhere in the city, the whole having a superficial area of some 200,000 square feet. The above, however, does not suffice for their constantly growing business

and they are now about to acquire additional warehouse facilities. The energies of the house are devoted to the handling, at wholesale, of everything comprised in the comprehensive term of hardware; also mill supplies, cutlery, guns and ammunition, stoves, tinware, paints, oils, mantels and grates, etc. Full stocks are carried in every department, and in general lines no particular specialties are carried, but the most reliable goods are handled in every department. We may, however, mention as specially worthy of notice, the "Tree" brand of cutlery and razors; Oliver Chilled Plows; the celebrated "Community" silverware; Russell and Erwins' builders' hardware; Remington and Winchester guns and ammunition, besides other standard goods in this line, etc. The trade of the house extends throughout parts of Tennessee, Virginia, North Carolina, Kentucky and West Virginia, and nine commercial travellers represent it within these districts. Altogether the firm employs about fifty salesmen, clerks and assistants. The house is in the possession of the very best facilities for doing business. The favorable freight rates enjoyed by Bristol give it, in common with other houses here, every advantage over competitors from other sections, and the large and well-selected stocks ensure the promptest filling of orders. Coupled to the above must be noted the complete practical experience which is enjoyed by the members of the firm, who are individually: J. D. Mitchell, president; J. P. Young, vice-president; H. W. Powers, treasurer, and R. M. Crumley, secretary. All of the above have for many years been identified with the hardware business and have actually travelled on the road themselves, bringing them in the closest personal touch with the trade and its requirements. Indeed, we might here mention as an interesting item, that Mr. Mitchell was the first man who ever travelled from Bristol carrying a line of samples. The members of the firm are also identified here with other interests of importance. Mr. Mitchell is president of the Washington Trust and Savings Bank, and is a

director of the Dominion National Bank. He is also president of the Bristol Hotel Corporation, is a director of the Pocahontas Land Company of Norfolk, and of the Commonwealth Coal Company of Richmond. Mr. Powers is president of the Bank of Bristol, and also of the Bristol Metal Manufacturing Company, and is a director of the Dooley-Bayless Company. Mr. Young is vice-president of the Bank of Bristol. They have also individually occupied themselves in promoting the well-being and advancement of the general community with which they have so long been identified. Finally, we may add that for a period now extending over a third of a century this house has identified itself with the important and growing wholesale business of Bristol and has well advertised it abroad as a favorable source of supply through a wide and growing range of territory.

BEWLEY-DARST COAL COMPANY

**Mine Agents for Steam, Gas and Domestic Coal, Office, First
National Bank Building**

An enterprise whose headquarters are at Bristol, and which in a quiet way is transacting operations of considerable magnitude is that conducted as the Bewley-Darst Coal Company. The business was established here in 1907 and it has since materially expanded. The company are selling agents, on commission, for a number of coal mines, whose products enjoy a high reputation. They market the output of the Black Mountain coal fields, which are operated by the United Collieries Company, the Virginia-Lee Company, the Old Virginia Coal Company, and the Black Mountain Mining Company. The product is a very high grade of free burning domestic coal, which is also suitable for steam and gas purposes. They dispose of about a half million tons of this coal annually. As a domestic coal this stands at the head, and although not the lowest in price is ultimately the cheapest, inasmuch as it gives the greatest satisfaction and produces more heat in relation to quantity. The firm also handles considerable of the Harlan County, Kentucky, coal fields, which is principally a steam coal. The Bewley-Darst Coal Company dispose of the domestic coal they handle to dealers in Virginia, Tennessee, North and South Carolina, Georgia, Florida, Ohio, Michigan, Indiana, Kentucky, and elsewhere, and they are represented by travellers in these districts. Steam coal is sold direct to manufacturers. Sales are made in carload lots, and indeed we might almost say train loads, direct from the mines to destination, and business is transacted through the Bristol office. The company, however, has branch houses at Knoxville, Tennessee, Richmond, Indiana, and Spartanburg, South Carolina, for the better convenience of their business in these sections. These branches are operated under the superintendence of resident partners and managers. The business of the house is upon a large scale, indeed we may say that its operations are exceeded by at most two or three similar enterprises in the South. Its facilities are of the best, placing it on precisely the same plane as bona fide operators. The prices, taking quality into consideration, will compare favorably with any. Promptness in filling orders is a special feature. In fact everything is done by the company to make business relations between them and their patrons eminently satisfactory. They invite enquiries and correspondence and will be glad to reply and demonstrate the advantages they are both able and willing to offer. The gentlemen identified with the proprietorship and management of this business are Jake Bewley and Guy Darst, residents of Bristol; Calvin Holmes, of Knoxville, and E. P. Avent, of Spartanburg, South Carolina. They are gentlemen who are thoroughly experienced in all that pertains to the coal trade.

DOMINION NATIONAL BANK Corner Lee and State Streets

We here accord a space to the Dominion National Bank, which is entitled to rank among leading and most prosperous fiduciary enterprises in this division of the country. It was established in 1890, and therefore it has now been in successful continuity for a quarter of a century. Its first president was Mr. H. E. McCoy, who died about nineteen years ago. He was succeeded by Mr. H. E. Jones, who ever since has presided over its affairs. This gentleman, however, was the first cashier, and he has thus been connected with the bank from its start and in fact was one of its organizers. The second cashier was Mr. J. E. Brading, and he was



succeeded by Mr. C. A. Jones, brother of the president. Mr. A. P. Moore is now cashier, a position he has filled, with a short intermission, during the past eight years. At the present time the bank is located at the corner of State and Lee Streets, but it will soon remove to more convenient and spacious headquarters in the Burson Building, at the corner of Moore and State Streets. The Burson Block includes not only the original Burson building at the corner, but also the two-story buildings adjacent, on State Street and the annex on Moore Street which was erected for a hotel. It is in all the largest block in the city. Buildings adjoining the block on State Street will be raised another story. The room and hallways of the main building and the annex will be rearranged, so as to provide more light, and make them first-class for office use. An elevator will also be installed. The improvements will cost between \$25,000 and \$30,000. The ground floor of the building is now occupied by the Washington Trust and Savings Bank. This, however, will become the new headquarters of the Dominion National Bank when the alterations are completed. Marble will be the noticeable feature of the bank's interior equipment and exterior facings, and new furniture and fittings have been purchased, altogether making the

establishment the finest and most elaborate banking house in this section. New spacious and modernly protected and equipped money and safe deposit vaults will be installed and in all appointments the bank will have increased facilities for the proper and safe handling of its continually growing business. The capital stock of the Dominion National Bank is \$150,000, to which should be added surplus and undivided profits aggregating \$45,000. This exhibits a highly creditable result, coupled to the fact that it has always earned and paid to its stockholders regular and satisfactory dividends. The loans and discounts average about \$1,000,000 and the deposits about \$850,000. The total resources of the bank exceed \$1,250,000. A regular national banking business is transacted, including receiving deposits, discounting commercial paper, making loans and collections, etc. Their principal correspondents are: the Hanover National and Importers' and Traders' National, New York; the Corn Exchange National, Philadelphia; Merchants' and Mechanics' National, Baltimore; Fifth-Third National, Cincinnati; American National, First National and Merchants' National, Richmond. The bank also sells foreign exchange and issues letters of credit. The Dominion National Bank solicits the accounts and business of manufacturers, wholesale enterprises, retail merchants, farmers, professional men, etc., and places every legitimate convenience and inducement at their disposal. The bank is a member of the Fifth (or Richmond) District of the new FEDERAL RESERVE BANK SYSTEM, composed of the District of Columbia, States of Maryland, Virginia, West Virginia, North Carolina and South Carolina. The executive officials and directors of the Dominion National Bank are as follows: H. E. Jones, president; A. P. Moore, cashier; J. N. Huntsman, A. S. McNeil and Sam T. Millard, vice-presidents; J. D. Mitchell, J. A. Mahoney, C. A. Jones, W. H. Cox, J. A. Stone, H. P. Wyman, H. G. Bramm, H. G. Peters, J. M. Barker, F. H. Miller and I. P. Kane. H. W. Hobson is assistant cashier and H. W. Spargur is teller. The above list of names may be taken as synonymus of high standing and character and their connection with the bank is contributive towards the reputation it enjoys as a strong link in the chain of sound fiduciary institutions of the old Dominion, Tennessee and adjoining localities.

J. GUTMAN

Wholesale and Retail Furniture, Etc., 614 and 616 State Street

The above well known and popular establishment was founded by Mr. J. Gutman some twelve years ago upon a very limited scale, indeed this gentleman's first venture was a small second-hand shop. However, by means of hard work the enterprise grew until today it may be classed as among the most important of its kind in this section. The premises now occupied include a three-story building of 100x27 feet, which is Mr. Gutman's property; also three floors in the adjoining building of the same dimensions, and a warehouse contiguous, likewise of 100x27 feet, the whole giving 19,000 feet of superficial area. Here are displayed very large stocks, comprising all grades of furniture in the largest variety, stoves in which a specialty is made of the "Garland," of which there are none superior, besides house furnishing goods, carpets, floor coverings and in fact everything required for the equipment of homes, offices, etc. All goods are obtained direct, mainly in carload lots, and the lowest prices are quoted. It has become known in Bristol as a saying that "Gutman's is the place where dollars have the most cents (sense)" and this is well realized. Goods are sold for cash or on the installment plan, and all equally receive every courtesy and careful attention. Goods are sold on their merits and the house guarantees that anything not right will be made

right. A particular department of the business is its wholesale and country trade. Merchants will find every inducement here at their disposal, including low prices, prompt shipments, favorable freight rates and fair and liberal terms. The proprietor is one of Bristol's best known merchants. He is also identified with the proprietorship of another kindred business here and he is a large owner in the Columbia Theatre of this city.

DIXIE BOTTLING WORKS

Bottlers of Coca-Cola and Aerated Waters, Lee Street

The Dixie Bottling Works were established here in 1903, and for the past eight years they have been conducted under the management of Mr. C. A. Jones, since when the business has materially advanced, and at no time has its prospects been more promising than at present. The works are comprised in a two-story building of 100x35 feet. The plant is oper-



ated by steam, and it includes the very latest improved and most modern appliances. All are absolutely sanitary, and the bottles, water and every part of the work are sterilized by electrically operated automatic machinery. The specialty of the works is the bottling of the celebrated COCA-COLA, which has a reputation throughout the whole country, for being the most wholesome and desirable refrigerant drink made. Its ingredients are absolutely pure and harmless, at the same time that it possesses excellent tonic and exhilarative properties. The Dixie Bottling Works receive Coca-Cola in bulk, and bottle it on the premises. From Bristol it is shipped to dealers, soft drink stands, confectioners and others throughout Eastern Tennessee and Southwest Virginia and the house employs several commercial travellers. The Dixie Bottling Works are also manufacturers and bottlers of all kinds of sodas, ginger ale, seltzer water and other aerated beverages. These are made of the best ingredients and are, of course, also put up according to the most sanitary processes. Mr. C. A. Jones, who controls this business, gives to its details his close personal supervision. It is questionable whether there is a more complete establishment of its kind—of course within its capacity—in Virginia or Tennessee. Mr. Jones is one of the best known of the younger element of our business men. Prior to his connection with this

industry he was cashier of the Dominion National Bank. The enterprise he now conducts exemplifies our claim that this city is self-contained and independent and moreover is a very important center of distribution for a large extent of territory. The facilities of this house are of the best, and it invites enquiries and will promptly fill all orders immediately after they are received at the works.

THE REYNOLDS CORPORATION

Manufacturers of Cleansers and Polishes, Bristol, Tenn.-Va.

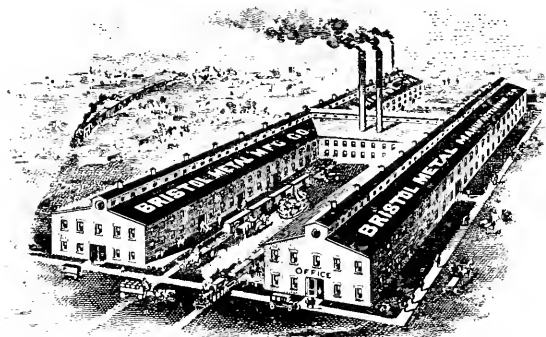
We now direct attention to the enterprise of The Reynolds Corporation, which, instituted in this city about three years ago, already has developed a notable success and a reputation which promises to attain to country-wide proportions. It has been established for the manufacture and sale of two articles of household utility of pronounced merit. These are "The Spotless Cleanser" and "The Lustre Box," which have already become well known and in steady demand wherever introduced. The plant here has been erected for the purpose, and contains a modern equipment of special machinery, and about seventy-five hands at present are here employed. The location of this plant at Bristol affords the best of facilities, inasmuch that the raw materials utilized are readily obtainable, the country within a radius of twenty-five miles furnishing all that may be required. As before said, The Reynolds Corporation manufactures the Spotless Cleanser and the Lustre Box. The Spotless Cleanser is compounded from a formula that insures its utility and superiority. It will accomplish fully as much and more than any cleanser on the market, and wherever introduced has proved a success and firmly established its high character. It comes in pound cans, from which it can be sifted out with facility. It sells at five cents per can, half the price of other cleansers. This low price is rendered possible on account of the facilities and methods upon which the business is conducted. Spotless Cleanser vanquishes dirt and grease, which disappear wherever it is applied. For the kitchen, the bathroom, upstairs, downstairs, inside and outside, its kingdom is established and it conquers its enemies—contamination and dirt—whenever it encounters them. It is easily applied, does not injure the hands, looks clean, smells clean and is clean. Housewives and domestics after a trial of it prefer it to all other cleansers they have ever used. The Lustre Box is a polish and it does the work quickly and efficiently. Its the best thing there is for cleaning windows and it can be used wet on the same. It is useful for polishing white canvass shoes; it polishes glass and china to perfection, also silver and metal work. It is just the thing for white wood work, and in fact everything that is susceptible to white polish. It will not scratch surfaces, nor harm the skin or roughen the hands. It is put up in handy boxes which open readily. The Lustre Box is sold at ten cents per box. Merchants will find it very advantageous to handle the above articles which invariably give satisfaction. They are efficacious and are cheap. Not cheap and inferior, but cheap and good. Their sale is aided by the company through generous, wide-spreading and unique methods of advertising. Parties of men, under efficient supervision, cover the territory and popularize the products. They work by system which is effective. Each field of territory is properly exploited, and then fresh pastures are sought out and like methods employed. Already a large territory has been thus treated and the goods firmly established on the market in these districts, and no doubt ultimately the whole country will be brought into the fold. The executive officials of The Reynolds Corporation are as follows: R. S. Reynolds, president; C. K. Reynolds and J. E. Moody, vice-presidents, and A. D. Reynolds, Jr., secretary. All of the above are well known resi-

dents of Bristol. Mr. R. S. Reynolds is also a director of the First National Bank of this city. He was formerly vice-president and sales manager of the R. J. Reynolds Tobacco Company of Winston-Salem, North Carolina, and his experience with this organization may be taken as of value in the successful conduct of his present enterprise. The location of this industry here is of benefit to the city—not only as regards its affording employment to an increased number of work people but because the name of Bristol bids fair—through its operations—to be diffused throughout a wide range of territory.

BRISTOL METAL MANUFACTURING COMPANY, Incorporated
Manufacturers of Everything in Sheet Building Material
Bristol, Virginia

An enterprise of this city which within a comparatively brief period has accomplished much towards directing the attention of the entire South to

Bristol as a manufacturing and distributing center, is that of which we now offer a few brief details. The industry was instituted here some six years ago and to-day it may be cited as one of the most successful enterprises here and it is yearly extending its mission of usefulness. The company operates a large plant in northwest Bristol occupying about one acre



of ground upon which it has erected four modern buildings. It is operated by electrical power and is thoroughly equipped with special modern machinery particularly adapted to the industry. A large force of expert workmen and others are here given employment. The operations of the company consist of the manufacture of everything in Sheet Metal Building Material for both interior and exterior use. Below are given a few of their products: ceilings, gutters, Spanish tile, cresting, moulding, shingles, conductor pipe, valleys, finials, ridging, roofing, eaves trough, wall ties, lath, and ventilators. Of the above, however, the company makes a specialty of metal shingles and metal ceilings. Their metal shingles are made of the best grades of copper, galvanized iron and tin plate and have many advantages over other forms of roofing in that they lock together without the use of nails or solder and at the same time provide for contraction and expansion, being manufactured in several attractive patterns, each of which are suited particularly for certain classes of buildings. Another particular specialty of this house is its line of metal ceilings and side walls. They are altogether more desirable and durable than those made of wood, plaster, stucco or other material. They are easier to erect and require no maintenance expense. They are made in a large variety of designs which are particularly the company's own. The company will furnish estimates and drawings gratis showing arrangement of the metal for any size or shape room. Handsome illustrated catalogues are cheerfully sent to those interested. The facilities of the concern may be said to be complete in all particulars, enabling it to successfully compete in this market. The name of Bristol has been advertised throughout the entire South by means of this concern, as it has attracted favorable attention of the larger hardware and builders' supply dealers.

THE FIRST NATIONAL BANK OF BRISTOL**State and Fifth Streets**

The above well-known fiduciary institution was founded as The Bank of Bristol in 1868, by Joseph R. Anderson. At the outset this gentleman was cashier, the first president being John C. King. Mr. Anderson, however, soon assumed the position of president and retained it until his death in 1888. He was succeeded by his son, John C. Anderson, who died in 1913. After his decease, E. W. King became president and still retains that position. As mentioned, the first name of the bank was The Bank of Bristol. Later it became The National Bank of Bristol, and twelve years ago it assumed the designation of the First National Bank of Bristol. The executive officers of the bank are E. W. King, president; Chas. W. Warden and John H. Caldwell, vice-presidents; J. W. Lynn, cashier, and Wm. Fulton Smith, assistant cashier. Mr. Lynn has filled his present position for about twelve years, but has been in the employ of the bank for over twenty-five years. The directors are I. S. Anderson, John H. Caldwell, B. L. Dulaney, John M. Fain, C. L. Hedrick, E. W. King, Samuel L. King, James W. Lynn, Isaac T. Mann, R. S. Reynolds, C. J. St. John and Charles W. Warden. Thus it may be seen that the directorate comprises names reflective of capital, probity and executive business ability and assures the utmost confidence. The capital of the bank is \$100,000—to which must be added a fund of surplus and undivided profits aggregating \$80,000. It also pays a ten per cent. dividend. The total resources amount to nearly \$1,500,000. The average deposits are about \$1,000,000 and the loans and discounts about \$750,000. The bank transacts a regular banking business, including making prompt collections, its principal correspondents being the National City Bank, New York; First National Bank, Richmond; Girard National, Philadelphia; Drovers' and Mechanics' National, Baltimore, and First National, Chicago. It also sells foreign exchange, issues letters of credit, and certificates of deposit, paying three per cent. interest. The bank invites the accounts of manufacturers, wholesale houses, merchants, farmers, professional men and the public generally and extends to all, whether large or small business, every facility and inducement consistent with safe and sane banking methods. The bank is a member of the Federal Reserve Bank of Atlanta, Georgia, which includes this district. It is also the depository of the United States Government; also of the state of Tennessee and the city of Bristol. We will but add that this institution has been a prime factor in the upbuilding and prosperity of the city and it is prepared to extend to new enterprises locating here every assistance that it can properly place at their disposal.

DOOLEY-BAYLESS COMPANY

Wholesale and Retail Furniture, and Undertakers, 736-740 State St.

We here accord recognition to the enterprise known as the Dooley-Bayless Co., established here some twenty years ago. It was incorporated in 1907. At the above address the company utilizes a building having four floors and an attic, the whole giving about 30,000 square feet of area. Here is carried a very large stock, embracing furniture of all grades, obtained in carload lots and other large quantities direct from the manufacturers. The firm is in closest touch with first hands generally, assuring the lowest prices both to the trade and public. The house is in a position to advantageously supply country merchants within a radius of 100 miles from Bristol. Favorable freight rates enable it to compete to advantage with concerns at a distance and prompt shipments are assured. In the retail operations, purchasers will find an infinite variety of all kinds of

furniture. The firm makes sales for cash or it is prepared to meet its customers according to such terms or arrangements as best suit their convenience and requirements. In addition to regular lines the house handles a number of specialties, notably the Globe Wernicke book cases, Vudor porch shades and Majestic ranges. They are also manufacturers of mattresses and pillows and have their own factory. A special department of the business is the undertaking. They have all facilities in this regard, including a morgue, and a chapel which will accommodate 150 persons. The undertaking departments are conducted under the particular care of Mr. J. C. Bayless, who has had twenty-five years experience. This firm has always been solicitous to employ the best methods, and conduct all funerals according to the most exacting principles of correctness and good taste. A specialty is made of embalming, and bodies occasionally are sent to the most distant points, invariably arriving in perfect condition. Mr. J. C. Bayless is president and general manager of the entire business. With an experience extending over so many years he thoroughly understands the requirements of the public and the trade in all departments of the enterprise.

H. R. SHIPLEY

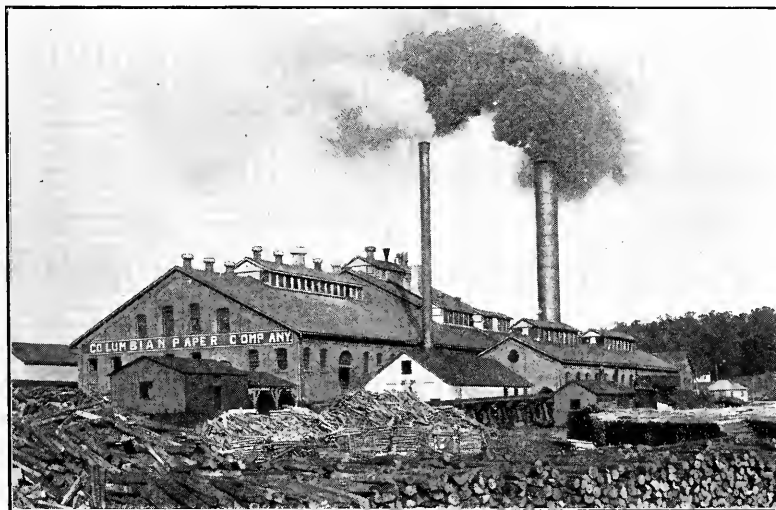
Insurance and Bonds, 505 Cumberland Street

The wisdom of judiciously dividing risks through the agency of responsible underwriters is now generally recognized and in this connection we now direct attention to the reliable agency of Mr. H. R. Shipley, who established his present business here in 1910. This gentleman represents in this city a number of the best known and most substantial insurance organizations in the world, covering practically every branch of insurance except life. The companies he represents are as follows: Ætna, of Hartford, Aachen & Munich, of Germany; German Alliance, of New York; Security, of Connecticut; New Hampshire, of Manchester; Nationale, of Paris; Western Assurance, of Toronto; Sun, of London; Virginia Fire & Marine, and Philadelphia Underwriters. The above are all fire companies and Mr. Shipley can, through them, absolutely guarantee prompt and satisfactory adjustment of all just claims. He also represents the Fidelity & Casualty Co., of New York, for bond, surety and all kinds of casualty, including bonding, accident, plate glass, employers' liability, automobile, boiler risks, burglary, theft, health, etc. This company covers as many varieties of risks as any other similar organization in the United States. Mr. Shipley, in addition to ordinary local fire insurance, pays particular attention to placing special hazards, such as manufacturing plants, and in this department, as in all others, he invites enquiries and will be glad to promptly furnish all details, information, etc. In addition to the city business he enjoys also a considerable out-of-town patronage. He offers to his clients every legitimate inducement and advantage and his experience of insurance matters covers a number of years connection with the business. Prior to embarking in his present venture he was with the Washington Trust & Savings Bank, of this city, and before that was with the Bank of Commerce, of Johnson City. Prior to then he was connected with the Banking & Trust Co., of Jonesboro, Tenn., and he is still a director of that institution. During the entire period above spoken of, and subsequently to 1899, Mr. Shipley was also engaged in insurance operations. Since coming to Bristol he has become very well known and is appreciated by the business community here. He has been successful in attracting their patronage, and with a record for fair and honorable dealing he has the best of inducements to offer in all pertaining to the business.

COLUMBIAN PAPER COMPANY

Manufacturers of Soda Fibre Pulp and Paper, Bristol, Virginia
Main Office, Buena Vista, Virginia

The above named important industry was instituted in this city about twelve years ago. We have reason to believe that it represents the largest investment in plant and equipment of any manufacturing enterprise in the city. The headquarters of the company are, however, at Buena Vista, Virginia, where they have another large plant manufacturing pulp and paper. In this city only pulp is produced and the plant here covers an area of about ten acres. The works are thoroughly well equipped with improved machinery and apparatus. The wood utilized in the manufacture of the pulp is poplar, lynn, gum and cucumber, all native woods, grown in this section, and they are particularly well suited for the purpose. The processes of manufacture are briefly as follows: First, the wood goes to the "chippers" to be cut up into the required size, then to the boilers or



"digestors," where the wood is boiled in a chemical solution under steam pressure, whereby the encrusting material surrounding the fibres of the wood are dissolved, thus liberating the fibres. Then the material goes to the wash pans and screens where the dirt and other foreign matter is removed. The next process is the bleaching of the pulp, whereby it is changed from its natural color to snow white. The last manipulation is to the pulp machines, where the material is dried and is made into rolls ready for shipment. Employment is here given to some 125 hands, and the capacity of the mill is about fifty tons of pulp daily. The product is a very high-grade of chemical pulp. It is free from dirt and impurities and is distinguished for strength of fibre and cleanliness. It is suitable for writing, book and other high grade papers. Large quantities are sold to paper manufacturers in various parts of the country. The executives of this company comprise Sam L. Hammer, of Philadelphia, president; E. L. Embree, of Buena Vista, treasurer and general manager, and H. Trumbower, of Buena Vista, secretary and assistant treasurer. Up to recently, Sam Brunner was superintendent of the Bristol plant, but this gentleman died January, 1915, and he has been succeeded by his son, W. I. Brunner. We will not here indulge in any personal comment of the

above named gentlemen, but we may say that Bristol has cause for gratification in the possession of so notable an enterprise and particularly in view of the good it confers on the city in the employment of so large a number of operatives.

INTERSTATE HARDWARE & SUPPLY COMPANY Wholesale Hardware, Mill Supplies, Etc., State, 2nd & 3rd Sts.

The above important and well known enterprise commenced operations under its present designation January, 1912, succeeding then

the Virginia-Tennessee Hardware Co., instituted a number of years previously. Since the change of proprietorship it has largely developed and indeed more than doubled its business. The company utilizes a large three-story building of 175x175 feet, besides additional storage facilities elsewhere, the whole aggregating over 120,000



square feet. The premises are directly connected with the railroad by a side track adjacent, affording the best of shipping conveniences. The company handles a very full and well selected stock of hardware of every description; also mill supplies, sporting goods, stoves and ranges, builders' supplies, etc. Of course it would be impracticable to attempt any enumeration of the thousand and one articles included under the above headings; it will suffice to say that everything incident to these lines is handled and they are obtained direct from manufacturers and first hands in the largest quantities, generally in carload lots, and are placed at the disposal of the trade at prices that can invite legitimate competition from any quarter. The house makes specialties of certain products. Thus, they are exclusive agents here for "Atlas" Explosives, "Western" Ammunition, "Peerless" Fencing, Simonds Saws, "General" Roofing, Wetter's Stoves and Ranges, "Quaker City" Rubber Goods, "Interstate" Ranges, made especially for this house, and in which they do a large business, and others. The trade of the house extends through Tennessee, Virginia, Kentucky, North Carolina, and West Virginia, and they employ seven commercial travellers. The business policy of the house is based upon fair and square dealing, promptness, giving the best service, liberality, supplying reliable goods at reasonable prices and studying the best interests of its patrons. This policy carried out has been largely instrumental in the noticeable expansion of the business. The proprietorship and management of the Interstate Hardware & Supply Co. comprises well known residents and men of standing and position in the city. They are J. A. Stone, president; J. T. Cecil and W. R. Stone, vice-presidents; J. F. McCrary, secretary and assistant treasurer, and H. E. Jones, treasurer. Mr. J. A. Stone is also president of the Stone-Huling Co., is a director of the Dominion National Bank and holds an official position as State Mineral Land Assessor of the state of Virginia. Mr. W. R. Stone is vice-president and general manager of the Stone-Huling Co. Mr. Jones is president of the Dominion National Bank, and is secretary and treasurer

of the Mahoney-Jones Co. Mr. Cecil devotes his closest personal energies to the conduct of the business of the Interstate Hardware & Supply Co. He has been connected with the hardware trade for some twenty years, fourteen of which he spent on the road as traveller. He has worked in every department and may rightfully be classed as experienced in all details relating to the trade. Mr. McCrary prior to his being connected with this enterprise was a contractor. He built the splendid Virginia Court House which graces our city, besides other large buildings here and elsewhere, and is president of J. R. McCrary & Son of this city. Finally, we may add that with large and well selected stocks, intelligent management, ample resources and all facilities, this house is entitled to recognition as a prime factor of the forward position Bristol today occupies as a distributing center for this and neighboring sections of the country.

FRED HAYES

Plumbing and Heating, 514 Cumberland Street

In pursuance of our plan to indicate the more prominent representatives of each particular line of trade, we here direct attention to the enterprise of Mr. Fred Hayes, which he established here about twenty-seven years ago and which since has achieved a position of eminence. Mr. Hayes occupies a show room and work shop, where all required facilities are available. The house executes sanitary plumbing and gas fitting; also steam and water heating, ventilating, etc. He employs about eighteen or twenty men, the majority of which are highly skilled mechanics and he himself personally supervises and directs the operations. He is prepared to submit estimates and specifications and accept contracts for the heating or sanitary fitting up of any description of structures—from a cottage to the largest factory or public bulding. He has completed a very large number of contracts in this city and contiguous territory and it is hardly too much to say that nearly two thirds of work of this kind completed in this locality has emanated from this house. We will instance here as exponents the plumbing and heating in the new Hotel Bristol, the plumbing, heating and ventilating in the new High School, Bristol, Va., this being one of few and the largest ventilating job ever done in this section and it is completed in accordance with the new laws of the state of Virginia. Also work in the City Hall, Bristol, Va., the First National Bank building, Virginia Intermont College, Y. M. C. A. building, United States Post-office, Bristol, Tenn., Central Presbyterian Church, Sullins College, as well as a very large number of private residences, business premises, etc. Out of town may be cited work in the Custom House and Post-office, Abingdon, Citizens Bank & Trust Co., First National Bank and Peoples Bank, at the same place, as well as the Martha Washington College, also at Abingdon. Some important jobs also were executed at Gate City, Norton, Wytheville, Saltville, Elizabethton, Rural Retreat, Chilhowie and other places in Virginia, Tennessee and elsewhere, and also in the coal fields districts. Mr. Hayes invites enquiries and will be glad to furnish all particulars, estimates, etc. The characteristics of this enterprise are good work conscientiously executed, fair prices and promptness. Mr. Hayes has had an experience practically of a lifetime. He learned his trade as a boy at Philadelphia and has worked at it ever since he was fourteen years of age. He is assisted by his son, Mr. Herbert Hayes, who has been brought up to the business with his father and he is also a practical plumber. Altogether, whether it be the largest contract or a small repair job, everything entrusted to this house is certain to be carried out and completed in a manner entirely satisfactory.

FAUCETTE-PEAVLER SHOE COMPANY **Wholesale Shoes and Rubbers, 308 State Street**

The magnitude and importance of the wholesale trade of this city is subject of surprise to those who do not realize the position Bristol occupies as a business center. The city is located in the midst of a productive and prosperous section of the country. It is served by a number of rail roads, ensuring particularly reasonable freight rates, and it possesses good roads, opening up the surrounding country. Also the business houses here are noted for large resources, intelligent experience and modern methods. Among wholesale houses here, a prominent place must be accorded to the Faucette-Peavler Shoe Company, which was founded January, 1907 and which has steadily progressed. This house handles, at wholesale ladies', gents' and children's shoes and rubbers of all descriptions suited to the requirements of merchants throughout North and South Carolina, Tennessee, Virginia, Kentucky, and part of West Virginia, in which district the firm has eight commercial travellers. The house carries full lines in all departments, making specialties, however, of their own brands of "Waukasha," a fine shoe for men, retailing at \$5.00, and "American Beauty," a ladies' fine shoe, selling at \$3.00 per pair. The goods sold by the firm are made especially for them in Eastern factories, where the manufacture of this class of goods has, in the course of many years, attained to perfection, and where the labor needed is highly skilled and abundant. The facilities of the Faucette-Peavler Shoe Company are of the very best, enabling them to compete successfully within the circuit of their trade operations, with any rival concern wherever located. Being not too far distant from their customers they can supply them at shortest notice, and at less expense, as regard freight charges, than can houses coming into these markets from more distant points and that too in any quantity, sizes or widths, to fill up stocks to proper assortments. The gentlemen identified with the management and proprietorship are J. H. Faucette, president, and Sam F. Peavler, secretary and treasurer. They are both experienced business men and each of them travelled on the road for years, so that they are eminently familiar with the trade demands. They take every interest in the city's advancement and welfare. Mr. Faucette is mayor of Bristol, Tennessee, and is a director of the Mahoney-Jones Company, wholesale dry goods, and the Head-Lipscomb-McCormick Company, overall manufacturers. Finally, we will say in regard to the Faucette-Peavler Shoe Company that it forms yet another strong link in the chain that serves to connect this city with a large section of the South as a profitable and favorite source of supply and center of distribution.

W. H. SCATES MANUFACTURING COMPANY **Sheet Metal Workers, 18 Fifth Street**

This enterprise was founded some fourteen years ago as Bare & Scates. It has been carried on under its present name for the past six years, its sole proprietor now being Mr. W. H. Scates. His premises comprise three floors at the above address, each 60x50 feet, the street floor being used as a salesroom; the upper part for manufacturing. The latter is well appointed with all required facilities, for doing everything in the line of sheet-metal work, such as the manufacture of cornices, sky-lights, blow pipes, slating, tile work, all kinds of copper work, etc. He employs from six or seven up to ten or twelve workmen, according to the season. Mr. W. H. Scates is a practical man and an experienced mechanic. As a tinner he has had some thirty-five years active experience in many places, as Asheville, N. C., Newport, Tenn., Rogersville, Tenn., Abingdon, Va., and Bristol, Va. He has done much notable work since establishing himself

here. He has just finished work on the Bristol Grammar and High School, roofed the H. P. King building, done work on the Annex to the Methodist Church at Abingdon, the Glade Spring High School, work on two fine residences in Russell County, one for Mr. Stuart, brother of Gov. Henry Stuart of Virginia, and the other for a Mr. Puckett; also work for E. K. Bachman, of Bristol. Mr. Scates invites enquiries and will be glad to furnish estimates and all particulars. Those employing his services can depend upon receiving satisfaction, all work being guaranteed, while prices are fair and moderate and promptness is assured. Mr. Scates also deals in tin, aluminum and granite ware. He handles largely stoves and ranges and does all kinds of furnace work. He makes a specialty of the "Globe" ranges and Williamson's "Under-Feed" furnaces. The patronage of the house extends to as far as four hundred miles from Bristol and the reputation of the concern is well established for efficiency and thoroughness.

KING CLOTHING COMPANY **Wholesale Clothing, 611 Shelby Street**

It was in the year 1910 that the above enterprise was established in this city, its projectors being of the opinion that Bristol afforded a favorable location for a business of this character. Prior to this, however, there existed here a similar enterprise known as the Mitchell Clothing Company. This was founded about 1907. On January 1, 1915, the above enterprises amalgamated, the designation, however, of the King Clothing Company being retained. This union under a single management will, no doubt, be of advantage, diminishing overhead expenses and affording increased capital and enhanced conveniences. The premises occupied for the business comprise a building of three floors, each 35x150 feet in dimensions. Here a large stock is carried, embracing men's and boys' clothing and pants. They may be classed as medium priced goods, ranging from \$5.00 to \$18.00 a suit at retail. The goods are manufactured specially for this firm in New York and the East, according to their ideas, to ensure that they are best suited to their trade. The King Clothing Company makes sales to merchants in Western Kentucky, Southwestern Virginia, Tennessee, Alabama, North Georgia, North Florida, and South Carolina. They have thirteen commercial travellers calling on the trade within these districts. The business of the house steadily increases as merchants realize the inducements it has to offer. Bristol is well located in the center of one of the South's most prosperous sections and enjoys the advantages of low freight rates, which have been prime factors in the accumulation of its large wholesale business, larger, we believe, than any other city of equal population in the country. The King Clothing Company shares in these advantages and, furthermore, it can compete with any similar concern, from any locality, in view of its particularly intelligent and up-to-date methods in buying and in the conduct of its business which assure the fullest values. The house also makes prompt shipments and altogether it may be said, that in every way, this concern offers inducements fully equal to any offered by contemporaries wherever located. The gentlemen identified with the management of the business are W. H. Cox, president; C. L. Hedrick, vice-president, and W. H. Cochrane, secretary and treasurer. These are well-known residents of the community. Mr. Cox is also president of the Cox Hat Company. Concluding this notice we may say that the enterprise has been noticeably successful in attracting attention to this city as an important jobbing center, at the same time consolidating a business on its own account which has created for it a name and reputation for being one of the most advantageous concerns with which to transact and continue satisfactory and profitable business relations.

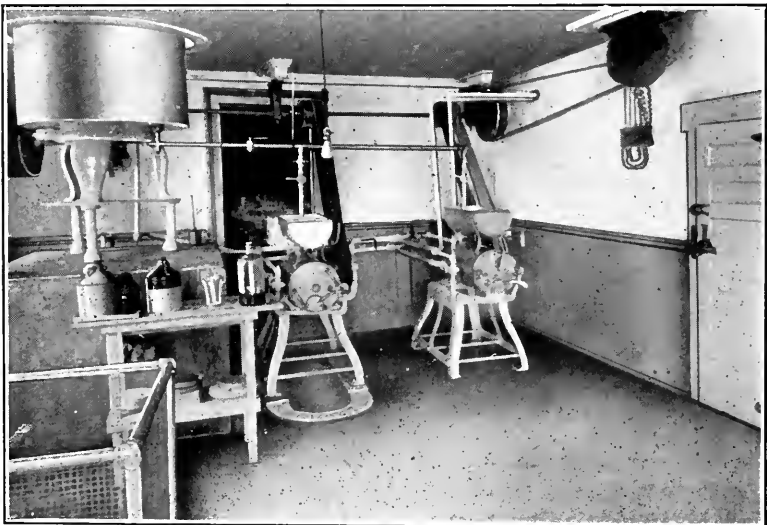
BRISTOL ICE CREAM COMPANY

Manufacturers of Ice Cream and Creamery Butter, Bristol, Va.

An enterprise of Bristol which is of a very interesting and useful character is that which was established here by Mr. A. E. Fuller in 1907. In connection with the industry a large two-story building is utilized, and we



may say that the factory is probably the best appointed establishment of the kind in Virginia. Every regard is paid to cleanliness and sanitation, nothing is touched by hand, machinery being used throughout, obviating



any risk of infection or possible contamination. The "slogan" of the company is "The Sanitary Plant," and this distinction is entirely merited. In the manufacture of their ice cream, the company utilizes only the pur-

est and best ingredients. The cow's milk and cream which they use are standardized up to thirteen per cent. of butter fat, the state laws requiring only eight per cent. To this is added sugar and pure flavorings and nothing else. The milk is obtained from farmers in this locality, as many as forty-five selling their product here. The cows as well as the milk from which the cream is made, are periodically inspected by the city's sanitary authorities. The company pasteurizes all milk in its own factory before utilizing it in the processes. The location of this factory at Bristol is of large value to the surrounding farming country, as it absorbs many thousands of gallons of milk yearly, and the company's pay-roll for milk alone amounts to about \$4,000 monthly. We might say that largely through the efforts of the Bristol Ice Cream Company, the dairymen supplying this company have model barns and high-grade cows, mostly Jerseys, and the milk and cream are produced under more favorable conditions than are usually found in the business. The capacity of the works is about 1,500 gallons of ice cream daily. The product is shipped through a radius of about 250 miles from Bristol, and its reputation is such that the public demands it from dealers in preference to all others. The company also manufactures creamery butter, put up in pound prints, which is shipped throughout the South, and largely to the coal-fields districts. It is sold at wholesale to dealers and it is a very high grade of fancy butter. The company has its own ice plant which renders the factory more self-contained and independent. The company employs a number of travelers in the season and also does a large mail-order business. They invite enquiries and will fill all orders promptly. The members of the firm are Messrs. A. E. Fuller and E. C. Whittaker, well-known residents. Mr. Fuller has other large interests. He is an important real estate owner in this city and he has an orange grove at Titusville, Florida, where he spends the winter. Mr. Whittaker is also a partner in the Bristol Broom Co. He formerly travelled for Morley Bros., fruit dealers of this city.

BAKER ELECTRIC COMPANY

General Electric Contractors, 7 Fifth Street

An enterprise of Bristol which, within a comparatively short period, has succeeded in building up an important and growing business is that conducted as the Baker Electric Company, established by Mr. Paul F. Baker in 1909. At the above address he occupies a show-room and work shop, where all required facilities are available. The energies of the house are devoted to general electrical contracting and the complete installation of electric plants, including house wiring, bells, telephones, motors, etc., also the repairing of the same, and in short anything and everything pertaining to this line, at all times and under all conditions. As examples of work executed by the concern, we will mention simply as exponents, the erection of the "White Way" arch on Fifth Street at the Columbia Theatre, superintending the erection of the electric sign for the Goodwyn Coal and Ice Company, electric work in the residences of Messrs. Tate C. Cox, J. T. Cecil, J. B. Fletcher and J. B. Pennington, reconstruction of the plant of the Stone-Huling Lumber Company and many others. Mr. Baker was formerly with the Swan Electric Company, and at that time he was identified with electrical work done in the Soldiers' Home, at Johnson City, Tenn., and the post-office and court house at Abingdon, Va. The house has the very best of facilities and can assure patrons honest completion of contracts and reasonable and just prices. All work is finished to the full approval of the National Board of Underwriters. Mr. Baker has had fifteen years practical experience in all lines connected with this branch of industry. He was formerly in the employ of a similar enterprise here.

He invites enquiries and will cheerfully furnish on request all details, complete specifications, etc. He bases his claims to patronage upon the satisfaction of former customers and this is his best advertisement. He guarantees efficiency and any detail which may possibly be not complete and right will be made so before finally finishing. The business from a start practically without capital has by hard work and attention to detail yearly grown and developed, and today it may be cited as possessing every facility to attract and hold the full favor of the public.

BRISTOL SEED AND GRAIN COMPANY

Wholesale Seed and Feed, Etc., Cumberland Street

A leading and progressive concern engaged in the above line of business is that to which we now devote a brief space. It was established about ten years ago by Cowan Bros., and it has been operated under its present proprietorship since March, 1914. The company utilizes a two-story building of 50x180 feet, and this affords excellent accommodations for the carrying and handling of large stocks of feeds and field seeds. They also manufacture chicken feed, the only house making this product in Bristol. In addition they deal in all kinds of poultry supplies. Another important department is the sale of automobiles, and they make a specialty of the celebrated Studebaker machines, which are equal to the very best made. They have recently added the handling of all kinds of automobile supplies. Wagons and buggies constitute another line, featuring the well known "Columbus" vehicles. The facilities of this house are of the very best. Feed, seeds and grain are received direct in carload lots, and the intimate relations the firm enjoys with the largest shippers assure the lowest prices and the best quality. The house guarantees all its products to be strictly as represented. Its trade extends throughout this city and neighboring localities and also penetrates into Eastern Tennessee, Southwest Virginia and Western North Carolina. Several commercial travellers represent it in these districts. The gentlemen conducting this enterprise are J. C. Copenhagen, president and manager; F. A. Huff, vice-president, and W. R. Thomas, secretary and treasurer. Mr. Copenhagen previously managed for ten years the Hamilton-Bacon-Hamilton Co., and indeed built the premises where that business is carried on. Mr. Huff before worked for Mr. Copenhagen and now travels for the house. Mr. Thomas was with Cowan Bros. before becoming connected with the present firm. Since the new proprietorship the business has largely increased and to be concise we may say that this concern is altogether in a position to offer the best inducements as regards quality of products, prices, prompt filling of orders, courtesy and liberality, and furthermore, it materially aids in extending the importance and facilities of this city as a business center.

SHELBY AUTO COMPANY

Automobile Sales Rooms and Supply Store, 518 Shelby Street

We may here state that this is the only enterprise of the kind in this section combining with its retail business important wholesale operations throughout Southwest Virginia and Eastern Tennessee, and having on the road two commercial travellers. The business was established by Mr. H. W. Reynolds in 1909. This gentleman is president and general manager. At the above address, a two-story building, which is Mr. Reynolds' property, is utilized. It was erected for the purpose and it is well appointed and up-to-date. The specialty of the house is the sale of the well known "Overland" and "Ford" machines, which are of world-wide reputation. The Overlands range in price from \$850 to \$1475, and the Fords from \$440 to \$490—"all on." They are the best value for the money in the market. Fords are sold "on terms," if desired. The

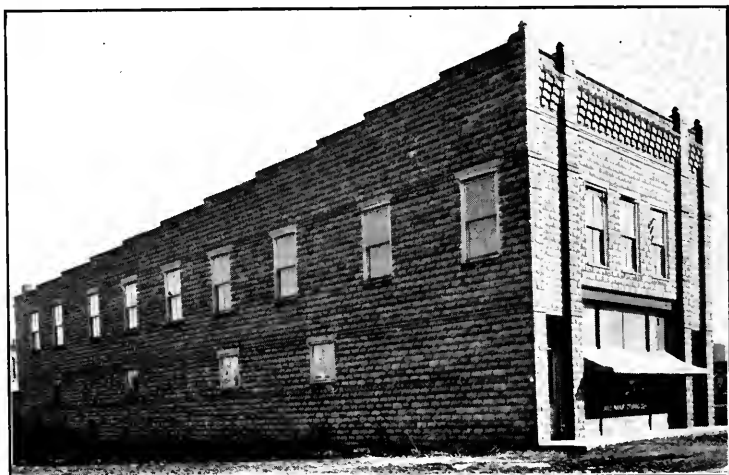
house invites enquiries and will cheerfully reply, giving all particulars and demonstrations if required. The advantages of possessing an automobile now-a-days, have become evident and especially is this so if the price is not too high, at the same time that the quality and wearing properties are fully established. That is the case with the automobiles sold by this concern. The growth of good roads radiating from Bristol has stimulated the business, and farmers and others are realizing that a "horse of steel" that never tires is preferable to one with four legs, that is liable to all the ills and maladies inseparable from a living creature. This fact is emphasized in the establishment of a number of daily automobile lines to different parts of the surrounding country, and this has stimulated the retail and other business of the city. The house carries a full line of repair parts for the machines they handle, also they have a large assortment of automobile accessories and tires, making a specialty of the well known "Michelin" and "Federal" tires. The business of the house steadily increases and its sales aggregate to nearly five hundred machines already. It enjoys the closest relations with manufacturers and can assure prompt deliveries. This enterprise has been noticeably successful and on this subject we may state as a matter of interest that of a number of competitors in the business at the time, and for a period subsequently to when Mr. Reynolds entered the field, he is the only one left today. This gentleman is a well known resident here and he takes a close interest in the development of Bristol. He is chairman of the Board of Trade Committee for locating new enterprises here.

ANDERSON PACKING COMPANY **Produce Dealers and Cannors, Washington Street**

The Anderson Packing Co. was established in Bristol about eight years ago. At the present time they occupy a two-story building of an area of 90x60 feet and here all conveniences are available. In their wholesale produce business they handle poultry, butter and eggs, almost entirely grown in this and surrounding sections. For many years these supplies have been pronounced equal to the very best produced anywhere and they are in demand in Northern and Eastern markets. The firm is in the closest touch with farmers throughout the localities where these products are raised, and they have their own men at various points buying them and shipping them to this city, whence they are dispatched to large dealers in New York, Philadelphia, Baltimore, Washington and elsewhere. As regards their canning industry the company makes a specialty of the canning of fruits and vegetables, principally tomatoes, string beans, apples, etc. No part of the country produces a better grade of these products. The firm makes contracts with farmers for their crops, and in the season they gather them and can them on their own premises in this city and at their branch houses at Piney Flats, Tenn., and Elizabethton, Tenn. In the canning season they employ about seventy-five people. Their products are known as the "Bristol" brand and they are standard goods. They are sold largely to jobbers and merchants in this and neighboring localities, the public realizing that they are fully equal to any similar goods on the market. They are advantageous for the merchant to handle, the more so that they are home grown and packed in this city and section. The proprietors are Messrs. N. H. Anderson, M. B. Ambler and J. J. McQueen, all experienced men. Mr. Anderson has been years identified with the canning trade and Mr. Ambler in the poultry business. Their business serves to illustrate the importance of Bristol as a distributing center, and furthermore it enjoys a high reputation for promptness, reliability and honorable methods.

EAGLE MANUFACTURING COMPANY**Manufacturers of Pants, Overalls, Etc., Bristol, Tennessee**

The Eagle Manufacturing Company was organized some twelve years ago, and until 1907 it was carried on at Abingdon, Virginia. In that year the headquarters were removed to this city, for the more advantageous conduct of the enterprise. The plant here comprises a two-story building of the dimensions of 40x125 feet, which is fitted up with all required ma-



Factory at Bristol, Tenn.

chinery and appliances, including seventy-two sewing machines, and some seventy-five work people are here employed. The company manufactures working men's clothing, making a specialty of pants and overalls, particularly high-grade goods, which, at a dollar a garment at retail are



Factory at Elizabethton, Tenn.

fully the equal of the very best value on the market. By their name of "Eagle" they are known throughout a wide territory and merchants find them very advantageous to handle. Besides the factory here the company has another at Elizabethton, Tennessee. Here they make exclusively pants. This factory is under the same management and control as the

Bristol house. The company also conducts a jobbing business on State Street, this city. Here they handle a high-grade line of flannel and soft negligee shirts, boy's clothing, etc., which are made expressly for their trade, and which places them, in this respect, on the same basis as bona-fide manufacturers. The business of the company covers the states of Virginia, Tennessee, Kentucky, West Virginia, North and South Carolina, Alabama, Texas, Georgia and Arkansas, and it also extends into parts of Florida, Mississippi and Missouri. They have ten travelling salesmen calling on customers in these districts. The facilities of this house are altogether of the best. The grade of their goods is of the highest and the values they offer are not excelled. At Bristol, labor is sufficiently abundant and high-class and there are no labor restrictions to embarrass manufacturers. Freight rates to and from Bristol are reasonable, and suitable power is furnished for operating at a low cost. The above combined with intelligent and experienced management enables this concern to successfully withstand legitimate competition from anywhere. Identified with the management of this enterprise are Messrs. J. R. Delaney, president; W. T. Sams, vice-president, and W. E. Sams, secretary and treasurer. Mr. Delaney is the practical man and exercises his constant supervision to insure perfection of output and economy of production. He has other important interests in the city. Mr. W. T. Sams was for a number of years actively connected with this business, and was also for some years engaged in retail operations here. Mr. W. E. Sams, his son, devotes his energies to the official and financial details. Concluding this sketch, we will further say that this house may be taken as typical of the character and enterprise of the manufacturing and wholesale interests of this city, and the inducements and advantages it is in a position to offer contributes to enhance the reputation of Bristol as a leading market and supply center for the South generally.

MAHONEY-JONES COMPANY

Wholesale Dry Goods and Notions, Bristol, Va.-Tenn.

Particularly to our readers without the city we here direct attention to the above well-known and prominent wholesale enterprise, which was founded in 1904. The business is carried on in a three-story building of 50x120 feet, where a large and particularly well-selected stock is carried, comprising dry goods, notions, furnishing goods, etc., obtained direct from original sources under the very best conditions. The firm has always made it a point to ensure that the newest and most up-to-date fabrics shall be at the disposal of their patrons. They have a branch office at 395 Broadway, New York, with resident buyers, and in addition Mr. J. H. Mahoney makes frequent visits to the metropolis to buy goods and to keep abreast of the times in all that should be advantageous to the business and its patrons. The trade of the house is practically confined to twenty-five counties in Virginia, Tennessee, North Carolina and Kentucky, and is represented there by nine commercial travellers. The house knows just *what* is required by the merchant and *when* it is required and makes no efforts to load him up with unseasonable goods. Outside competitors from more distant centers are not always so scrupulous, and therefore it is to the benefit of dealers to make their purchases of houses, such as this one, which are bound up with their interests. Another point is that freight rates to and from Bristol are moderate and being not far distant from their source of supply, buying here tends to make charges lower than when ordering further afield. The gentlemen identified with the proprietorship of the business are: John A. Mahoney, president and general manager; J. N. Huntsman, vice-president, and H. E. Jones, secretary and

treasurer. Mr. Huntsman is also president of Huntsman Bros. Company, and Mr. Jones is president of the Dominion National Bank. Mr. Mahoney is vice-president of the Washington Trust and Savings Bank and is a director in the Cox Hat Company, Huntsman Bros. Company, King Clothing Company, Faucette-Peavler Shoe Company, and is a considerable real estate owner here. Concluding, we will but further add that the business policy of this house is based upon intelligent and modern principles of merchandizing, fair dealing and liberality. Its business continues to expand, and we have reason to believe that it is one of very few of its kind in the South, if not the only one, that has not within a recent period, discharged employees or cut salaries. It started out the year 1915 with an increased expense account, thus showing every confidence in the near future and that good times are at hand. The enterprise enjoys the advantages of ample capital for doing business, and with every facility, it is certainly in a position to offer the best inducements to the trade.

INTERSTATE LAND CORPORATION

Lands and Real Estate, Fuqua Building, Fourth and State Streets

An enterprise of this city which has been largely instrumental in effecting changes of ownership in lands and properties centering around Bristol and far beyond, is that known as the Interstate Land Corporation, which in 1914 succeeded to the business originally established as the Interstate Land Co. The organization devotes its energies to the buying and selling, on commission, of Southern farm lands. These are both improved and unimproved and vary in value to from \$10 to \$100 per acre. They have on their books some hundreds of desirable properties and during the time they have been in business they have been instrumental in disposing of farms aggregating many thousands of dollars. We are assured that this firm since its start has made sales of lands largely exceeding an aggregate of a million dollars. Nearly all the farm properties that have been sold in this locality within recent years have been disposed of through this house. And we may say that by no means is their business restricted to this vicinity. It extends also largely throughout Southwest Virginia, Tennessee, Georgia, Alabama, Mississippi and elsewhere, where they have desirable lands for disposal. They invite enquiries from any who may wish to sell their property and also from those who may contemplate acquiring farms in the above parts of the country. They act as honorable intermediaries between buyers and sellers, and fair dealing may be depended upon. Farms are sold for cash or on terms to suit purchasers. The firm is in close touch with prospective buyers and, if desired, gets out special printed matter of farms on sale, thus facilitating the speedy disposal of the properties. The Interstate Land Corporation makes a specialty of dividing large estates into small farms to suit investors of moderate means and they dispose of these at public auction. This gives opportunities for small buyers, and at the same time makes it easier to dispose of these large properties. The gentlemen conducting the enterprise are: F. H. Miller, president; A. L. Osborne, vice-president, and W. J. Brown, secretary and treasurer. Mr. Miller is a farmer and is thoroughly experienced in all that pertains to farm property. Mr. Osborne is a well known lawyer here and Mr. Brown may be cited as a progressive exponent of the younger element of our business men. The firm enjoys a reputation of the highest for fair and square dealing and its success demonstrates the estimation in which it is held by all having dealings with it. A connection with it will develop that it has inducements and advantages to offer that will result in the profit and satisfaction of all concerned.

HOTEL BRISTOL

The Hotel Bristol Company, Inc., Bristol, Va.-Tenn.

The facilities of Bristol were largely enhanced when some three years ago the doors of the Hotel Bristol were first opened to the travelling public. The hotel was built by a company composed of a number of the city's business men and capitalists, who realized that the time and conditions were ripe for Bristol to have a first-class hotel. About two years ago the hotel was leased to the Hotel Bristol Co., Inc., the proprietor



being Mr. J. A. Newcomb, and his son Mr. W. A. Newcomb is manager. The Hotel Bristol is an imposing structure of five floors, and it is located in the very heart of the city, convenient to the business establishments, and near to the railroad, but sufficiently apart so as to avoid all annoyances of noise, dirt and other disagreeable features. It is absolutely fire-proof, the only hotel in the city so protected. It is the most modern and complete hotel in Eastern Tennessee and Southwestern Virginia, and will compare favorably with any in the largest cities of the South. The hotel contains 100 sleeping rooms, fifty of which have private baths and toilets. The rooms are of course newly and handsomely furnished, and all are provided with running hot and cold water. All up-to-date requirements are not lacking, including long distance telephones, electric call bells, modern barber shop, billiard room, etc. The house is conducted on the American plan, the rates being \$2.50 per day and upwards. The tables will be found bountifully spread with all the good things that the markets afford, and promptness, good service and civility are features. Particular attention is given to commercial travellers, and suitable sample rooms and other conveniences are placed at their disposal. Automobilists also, will find a temporary break of their journeys here in every way desirable. Being by far the best hotel in this locality, commercial men and others avail themselves of its accommodations to be here over Sundays. Of the proprietorship and management we may say, that both gentlemen are thoroughly practical hotel men, with life-long experience.

Mr. J. A. Newcomb has been proprietor of the Hotel Savannah, of Savannah, Georgia, and the Albion Hotel, Augusta, Georgia, in the proprietorship of which he is still interested, the Aragon Hotel, Jacksonville, Florida, and the Lanier Hotel, Macon, Georgia. Mr. W. A. Newcomb was with his father during the latter's occupation of the above-named houses, and up to recently was assistant manager at the Hotel Savannah. Both gentlemen exercise a close personal attention over every detail of their enterprise in the interests of their patrons and they endeavor in every legitimate manner to entirely satisfy their requirements.

DUNLAP AND ROGERS

Civil Engineers, Fuqua Building, Corner Fourth and State Streets

The profession of the civil engineer in Bristol is represented by the above named firm, whose business was established here August, 1914, by Mr. W. M. Dunlap, the present designation being adopted March 1, 1915. Already they have succeeded in gaining a considerable degree of appreciation and support. Mr. Dunlap, however, was well known previously in connection with his profession, having been for three years city engineer of Bristol, Virginia, and several years at Johnson City, Tennessee, as city engineer and city commissioner, and previously to that was with the Carolina, Clinchfield and Ohio Railway and other railroads. Thus it may be seen that he is amply qualified for his present vocation. The firm is prepared today to make plans and estimates for the laying of sewers, paving, water supply and all kinds of municipal engineering; also for planning and developing water powers, etc. They also make land surveys, allotments and prepare accurate maps of the same, and map work of all descriptions. Mr. Dunlap has done much work of this kind in this section of the country. At Roanoke, under his supervision, was carried out some twenty miles of street improvements and about twenty-five miles of sewers, and altogether several hundred thousands of dollars of municipal work. At Johnson City, he has brought to completion a large amount of brick paving and sewers and water works. Mr. Paul C. Rogers is a young man and full graduate engineer of several years experience. He was previously with the Southern Railway in the maintenance of way department at Knoxville. A large amount of work has been carried out under his auspices while in their employ. This firm altogether may be quoted as entirely competent in every respect and may be depended on to carry out all contracts to satisfactory completion. They invite enquiries and will be glad to furnish plans, estimates and all particulars. Those entrusting their interests to their care may do so with the assurance that ultimate results will be to their entire satisfaction and advantage in every instance.

THE J. C. LAYMAN COMPANY, Incorporated

Wholesale Fruits, Vegetables, Confectionery; Commission Merchants, Bottlers, Etc., Bristol, Va.-Tenn.

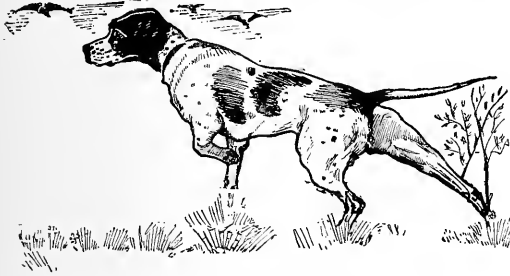
This useful and progressive enterprise was instituted here about eight years ago. The premises occupied comprise a large three-story building, taking up the entire block, which is about 165 feet in length and 50 feet wide at the rear, tapering to a frontage of 12 feet. The house deals, at wholesale, in fruits and vegetables, including oranges, bananas, potatoes, cabbage, etc., also early fruits and vegetables from the South and elsewhere, in addition to confectionery, chewing gum, etc. Supplies are obtained largely from local sources; also from the North in season, and the products are shipped to dealers within a radius of fifty miles, as well as supplying a large home demand. Two travellers represent the house to the trade, which has long realized that here they will find the best and most desirable grade of products offered to them at lowest current prices.

The facilities of the concern are of the best, assuring prompt shipments and every inducement. The company also transacts a commission business, inviting consignments and making prompt returns. Another department is the manufacture of soft drinks, such as ginger ale, Mint-Cola—equal to the very best of refrigerant drinks—and all kinds of sodas. They have a complete bottling plant and manufacture aerated waters of the best quality, pure and properly sterilized. The company, having extensive premises at their disposal, devote a portion of them to the storage of furniture, merchandise, sugar, and other commodities upon a reasonable scale of charges. The proprietors of the business are J. C. Layman, president; W. S. Lindsay, vice-president, and H. P. McGoldrick, secretary and treasurer. Mr. Lindsay is not active in the management and is a resident of Rural Retreat, Virginia. Messrs. Layman and McGoldrick give their closest personal attention to the enterprise and themselves call upon their customers.

KING-LOCKWOOD COMPANY

Manufacturers of Overalls and Pants, Moore Street

The enterprise of the King-Lockwood Company is comparatively a recent acquisition to the manufacturing facilities of this city. It was



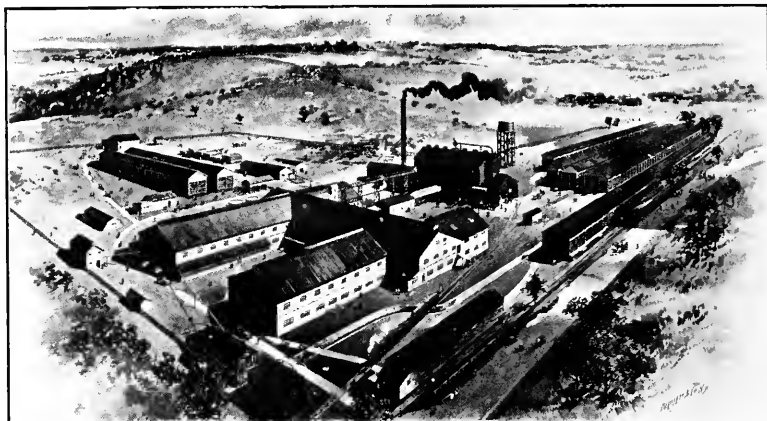
"Pointer" Trade Mark

established January, 1913, and although but little more than two years in operation, it already has succeeded in building up a business of importance and thereby has aided to emphasize the advantages of Bristol as a manufacturing and distributing center. The company utilizes, as a factory, two floors at the indicated address, one

50x120 feet and the other 25x125 feet in area. A considerable force of skilled operatives are here employed, and there are at present in operation some sixty sewing machines and other up-to-date machinery and appliances. The company manufactures working men's clothing—and notably overalls and pants. These are known by their brand name of "Pointer." The capacity of the works is about sixty dozen daily. The products may be classed as good, reliable goods in all respects, first-class values, and in steady demand wherever introduced. They find a market through the states of Virginia, Tennessee, Kentucky, West Virginia, North and South Carolina, Georgia and Alabama. Six commercial travellers represent the house within these districts. Merchants handling these goods find that they invariably give satisfaction. The gentlemen conducting this business are L. C. King, president; S. H. Turk, vice-president, and D. O. Painter, superintendent. All take an active interest in the operations. Mr. King, prior to his connection with this industry, was for twenty-five years with the E. W. King Company, and it may be said that this has eminently qualified him to appreciate the requirements of merchants in this line. Mr. Painter is a practical man, and is in charge of the factory. Mr. Turk has had a number of years experience in this line of business. It may be said of this enterprise that its managers are men who realize that honorable and progressive methods and the sale of dependable goods are certain to ultimately meet with an adequate reward. That these ideas are correct is evidenced in the success that has already attended their efforts during the comparatively short time since they launched their new business venture upon the sea of endeavor.

THE DIXIE TANNERY, Incorporated Bristol, Virginia

We present for the consideration of our readers a few details relative to The Dixie Tannery, which was established in Bristol about twenty years ago. The plant covers about fifteen acres and includes the main tannery and the works for manufacturing tanning extract. It is furnished with a complete modern equipment, largely consisting of special machinery. The industry is controlled by the Charles A. Schieren Company, of New York, manufacturers of leather belting, whose offices are there located at 30-38 Ferry Street. This business was founded in 1868, and it is one of the oldest established and extensive houses of the kind in the country. In Bristol the



leather is manufactured for making the belting in New York. The works here are contiguous to the forests from which the raw material is obtained. This raw material is chestnut wood and chestnut oak bark and there are here highly favorable shipping facilities. The company utilizes what are known as "Packer Steer" hides, the best suitable for the purpose, and these are obtained direct from the West in the largest quantities. This concern is one of very few in the world, and probably the only one in the United States that combines in its operations the tanning of the leather and its finishing, the manufacture of belting and the production of tanning extract. Most plants have to buy their extracts of other manufacturers or purchase their leather. This concern is absolutely self-contained, all operations being done at their own establishments. This is a decided advantage, operating towards economy of production and perfection in the output. At the Dixie Tannery the leather is made for the belting factory in New York, and also leather for the manufacture of shoes, the latter being sold in large quantities to shoe factories in various parts of the country. The belting manufactured by the Charles A. Schieren Company bears the highest reputation. Its sale is very wide-spread, including the entire United States and foreign countries. In addition to the tannery here and the New York headquarters, the company has branch distributing houses at Chicago, Boston, Philadelphia, Pittsburg, Denver, Brooklyn, New Orleans and Hamburg, Germany. At the tannery here the company employs about 150 work people and they turn out from two to three million pounds of leather annually, the quantity varying with the demands of the trade and markets. They utilize an average of about 100,000 hides yearly. The gentlemen identified with the proprietorship of the business are

Charles A. Schieren, president; G. Arthur Schieren, vice-president, and Harrie V. Schieren, secretary and treasurer. Messrs. Charles A. Schieren and Harrie V. Schieren are residents of Brooklyn and are identified with the management of the New York house. Mr. G. Arthur Schieren is in charge of the Bristol plant. Mr. Charles A. Schieren, Sr., was the founder of the business and up to recently he was Chairman of the Board. This gentleman, however, died on March 10 of this year at Brooklyn, New York, aged seventy-three years. He was one of the best known and most respected residents of the metropolis and was formerly mayor of Brooklyn, before that borough had been absorbed into the greater city of New York. His demise was greatly regretted by a very wide circle of friends and acquaintances.

DR. R. McRAE ECHOLS

Osteopathic Physician, 10 and 11 Interstate Building

In reference to osteopathy we may say briefly that it consists of the special adjustment of bones and tissues and the healing of disease by scientific manipulations, whereby derangements in the position of the same are corrected, and the activity of certain organs are increased or decreased as may be necessary. Its field includes also the successful healing of all curable non-surgical maladies, not only those subject to medicine, but also many where medicine is admitted to be useless. It is in connection with this science that we here direct attention to Dr. R. McRae Echols, who has been successfully practicing as an osteopathic physician in Bristol for something more than a year. He has had, however, a much longer experience, having previously practiced for six years at Winston-Salem. He graduated at the American School of Osteopathy, of Kirksville, Mo., in 1907. He is thoroughly qualified and efficient and since practicing at Bristol, he has met with much success, gratifying to himself and satisfactory to his patients. Many persons who are "out of sorts" often do not appreciate what is ailing them and go to this and that physician without deriving any benefit. In many instances their ailments are caused by some derangement in the position of the bony structure and it is here that osteopathy comes in and often effects a cure. Persons, however, should not wait until they have exhausted the skill of what are called regular physicians. Often a course of osteopathic treatment taken at the outset has the best of effects and will obviate the expense and suffering otherwise gone through to no purpose. It is now conceded by many, that this science is of the best curative value, of course when undergone under the care and experience of a properly qualified and experienced osteopathic practitioner. Such may be classed Dr. Echols, whose best commendations may be found in the grateful thanks and appreciation of patients. He will be pleased to give his advice to any who may consult him and may be depended upon to do so conscientiously and will only take cases when there is promise of cure or alleviation. Of course, no cure is certain, that is beyond human endeavor. The practice of osteopathy has every safeguard attached to it, as with other physicians according to Tennessee laws, and no unqualified individuals are permitted to practice. Dr. Echols is well known in Bristol outside of his profession. He was for twelve or fifteen years travelling auditor with the N. & W. R. R. and has many friends along the line. Since establishing himself here he has bound himself up with the interests of the city and is now on the publicity committee of the Bristol Board of Trade. Any of our readers who may wish to consult him professionally may do so with the assurance that their case will be considered on its merits, and that they will receive honorable treatment and every courtesy and attention.

BRISTOL COFFIN & CASKET COMPANY

Manufacturers of Coffins and Caskets and Dealers in Undertakers' Supplies, Bristol, Virginia

The above industry, somewhat different in the character of its products from ordinary lines usually found in most manufacturing centers, was founded in this city in 1903, by C. F. Gauthier. It continued to be conducted under this management until September 1, 1912, when Mr. D. W. Wagner became its principal proprietor and reorganized it as at present constituted. The plant comprises a large two and a half story building, which is of 60x200 feet. The works are equipped with thoroughly up-to-date wood-working machinery, contributing to quality and economy. The company manufactures coffins and caskets in large and diversified variety, in as many as seventy-two designs and patterns. These will compare favorably with any similar goods wherever made. Bristol is well



adapted to this industry. It is contiguous to the lumber districts from which the raw material is obtained, and it enjoys the advantage of reasonable freight rates, opening up the entire country. To this must be added the enterprise and experience of the management and the modern and up-to-date methods it adopts as its business policy. The house bases its reputation on *quality* and the products are guaranteed fully up to standard. Promptness of delivery is an especial feature, and practically the house is never closed and is always accessible. They can be communicated with at any hour of the day or night and they particularly cater to express shipments. Their trade extends from Washington to Chattanooga, and penetrates into Kentucky and West Virginia. They employ commercial representatives, calling on undertakers within these districts. The firm also deals in all kinds of undertakers', embalmers' and disinfectors' supplies, practically embracing every requisite of the profession. The company has

recently issued a very handsome and complete illustrated catalogue, which exemplifies the character and diversity of their products. This will be promptly sent upon application. The executive officials are: D. W. Wagner, president, treasurer and general manager, and Karl Harmeling, secretary and assistant manager. The latter is a practical man and he has been in the employ of the house from its start. Mr. Wagner devotes his attention to the financial departments. He was formerly in the contracting business here. At the present time he also owns the Wagner Block Co., manufacturers of concrete blocks and dealers in sand, cement, etc. Referring again for a moment to the Bristol Coffin & Casket Co., we will say in reference to its increased business that in the past year it developed operations 21 6-10 larger than the previous year, and the prospects for the coming year were never brighter and point to a yet further expansion in the very near future.

KING BROS. SHOE COMPANY

Wholesale Shoes and Rubbers, 609-611 Shelby Street

In reference to the wholesale trade of Bristol, attention is now directed to the enterprise of King Bros. Shoe Company, established in 1901. It has ever since continued to expand in influence and extent of operations. Its executive officials are as follows: E. W. King, president; Anson King, vice-president; J. E. Allen, secretary and treasurer, and F. C. Newman, general manager. These are prominent and well-known members of the community. Mr. E. W. King is president of the First National Bank; also of the E. W. King Company, the largest wholesale dry goods house in this section. Mr. Anson King is a well-known real estate dealer and large property owner and capitalist. Mr. Newman is a director of the Bristol Board of Trade and is president of the Bristol Association of Credit Men. The premises occupied by the firm consist of a large three-story building of 75x200 feet, affording ample accommodations. The house deals at wholesale in men's, women's and children's shoes and rubbers, carrying full lines in all departments. The products are manufactured especially for this house, according to its own ideas and requirements, in sections of the country where skilled labor has been engaged in this industry for generations. This puts the firm on exactly the same plane as manufacturers and enables it to quote the lowest prices. Thus their motto of "More Value for Money than Any Other Jobber" has become no idle vaunt, and is exemplified in the upbuilding of their business. While all lines and styles are carried here, attention is due to one or two of their special brands. These are "Skreemer" men's fine shoes, retailing at \$5.00 per pair; "King" line men's shoes, selling at \$4.00 and "Wayfarer," the price of which is \$3.00. In ladies' shoes they have a large variety, selling at from \$1.50 to \$4.00. Of these we will mention "Queen" at \$4.00, and "Southern Lady," at \$3.00. The firm has the very best facilities to attract business; apart from their location at Bristol, which enjoys very favorable freight rates, they have all the advantages of thorough experience and ample capital, which enable them to discount all bills and to go at all times into the market and avail themselves of every turn and opportunity. They have always offered their patrons liberal treatment and fair dealing and can assure prompt shipments, whether it be but a single pair to size up stocks or a carload. Virginia ranks fourth or fifth as a shoe distributing State. Of her cities, Bristol, in this line, must not be considered as among the least important and the King Bros. Shoe Company is entitled to take its place among the leading representatives of the trade throughout this entire division of the South.

CLARENCE B. KEARFOTT**Architect, Galloway Building, Fifth Street**

Bristol will be found to be thoroughly self-contained in almost all departments of industrial endeavor. This is particularly noticeable as regards the building industry, and of course closely identified with this trade is the profession of the architect. In this connection we now refer to Mr. Clarence B. Kearfott, who commenced practice at Bristol in 1907. His operations have been marked by a notable success, and his reputation has become widely known and appreciated. His energies are devoted to the conduct of a first-class architect's practice, including the preparation of plans and estimates and the supervision of buildings of every description. As evidence of the character and versatility of his work we here instance a few of the most notable buildings in this city and elsewhere which have been built from his plans and carried out under his supervision. We will mention the Marion College for Women, the Central Building of Emory and Henry College, Emory, Virginia, Creed Fulton Memorial at Emory, Virginia, High School Buildings at Rural Retreat, Ivanhoe, Virginia, Martinsville, Virginia, High School, William King High School, Abingdon, Virginia, New Grammar and High School, Bristol, First Baptist Church, Bristol City Jail, Peavler Building, Miss Snyder's new millinery store, Galloway Building, Kemble-Cochrane Building, Dooley-Bayless Building, King Clothing Company's Building, and others in Bristol. In residences, among many others are those of C. L. Hedrick, S. C. Hodges, W. H. Cox, J. E. Long, and G. B. Fletcher. Mr. Kearfott also does land-scape designing and planning and has laid out garden plots for patrons as required. The above are merely quoted as examples to illustrate the character and scope of Mr. Kearfott's operations. He is in a position to plan and supervise anything in the building line from a cottage to the largest factory or public edifice. The operations of the house are not confined to this city and vicinity, but extend from Morristown, Tennessee, to East Radford, Virginia, and in the coal fields region as far as Middlesboro, Kentucky. Mr. Kearfott solicits enquiries and will be glad to furnish plans, estimates, etc. His experience altogether covers some eleven years prior to coming to Bristol, mainly in Roanoke and Martinsville. It is not too much to say that he has always enjoyed a reputation of the highest for efficiency, skill and honorable dealing. His best references are in the satisfaction and appreciation of those who have hitherto availed themselves of his services.

TAYLOR-CHRISTIAN HAT COMPANY**Wholesale Hats, Caps, Gloves, Shirts, Etc., 400 State Street**

No city in America of like population enjoys a larger wholesale business than does Bristol. This result may largely be attributed to its central position in the midst of a prosperous country, its reasonable freight rates and last, though not least, the character, standing and resources of its business houses. A representative exponent of the wholesale trade here is the Taylor-Christian Hat Co. This was established in 1906 and it has been successful from the start. The premises at the above address consist of a three-story building of about 25x90 feet. Here at all times will be found a large, complete and diversified stock of goods, embracing felt, wool and straw hats, according to season, caps, gloves, shirts, pants, etc. The goods are manufactured largely in the North, especially for the trade of this house in localities where the production of this class of goods is a specialty and where expert and experienced skilled labor is readily obtainable. The house enjoys the closest connections with these original sources of supply, enabling it to offer patrons desirable, suitable, and

seasonable goods at lowest prices. Their facilities enable them to fill orders at shortest notice, and in any quantity to fill up stocks—from a dozen hats, caps, etc., to a carload. The gentlemen identified with the management and proprietorship of this business are: S. N. Christian, president; J. D. Taylor, vice-president, and H. L. Cecil, secretary and treasurer. All are active in the enterprise and give to its details their closest attention and energies. Mr. J. D. Taylor is also a director of the Washington Trust & Savings Bank of this city. The trade of the house extends throughout Virginia, Tennessee, Kentucky, North and South Carolina, Florida, Alabama, and Georgia, and entails the services of eight commercial travellers. The business continues to expand and shows a substantial and steady increase since its organization. The enterprise may be quoted as an important and progressive exponent of the wholesale facilities of the city, which has contributed materially to attracting attention to Bristol as a center of distribution, and as one of the most advantageous places in which to trade in this entire division of the South.

BRISTOL PLANING MILL COMPANY

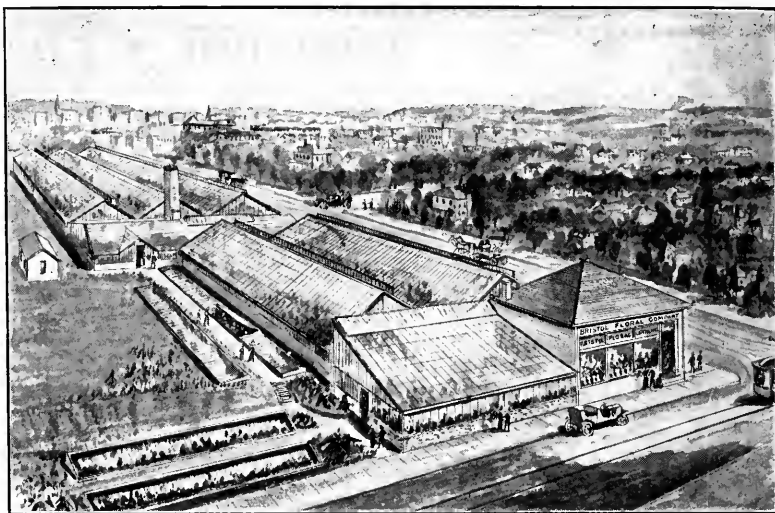
**Wholesale and Retail Lumber and Manufacturers of Mill Work,
Bristol, Va.-Tenn.**

One of the best known enterprises here engaged in the lumber business is that of the Bristol Planing Mill Co., established about fourteen years ago. The plant is located on Commonwealth Avenue, and altogether covers an area of some five and a half acres. The buildings comprise a two-story planing mill of 50x100 feet, a lumber house 50x100 feet, lumber sheds covering an area of 20x200 feet, office building, etc. The works are equipped with all required machinery for dressing, resawing and matching, etc. The company has recently acquired the cutting rights over a tract of land of 392 acres two miles from Abingdon, Va., which will probably allow of the cutting of some 5,000,000 feet of lumber. There is a saw mill on this property and rough lumber can be shipped thence direct to consumers. Altogether the business entails the services of about forty or fifty work people. The Bristol Planing Mill Co. are wholesale and retail manufacturers and dealers in lumber and are manufacturers of mill work. They have every facility for supplying rough and dressed lumber, bevel and drop siding, base casings and mouldings, window and door frame stock and practically everything in wood finish generally. The raw material used is mainly poplar and oak, native woods. The timber lands above referred to afford them enhanced facilities for supplying the wholesale trade and they ship large quantities of plain dressed and rough lumber from their saw mills on the property, in carload lots, to large dealers in Philadelphia, New York, Baltimore and elsewhere. The company bases its claims to patronage on quality, and they can invite legitimate competition from anywhere. The local trade of the house embraces a radius of about 100 miles around Bristol. This is principally in mill work and interior finish and they are enabled to make prompt shipments from the large stocks always on hand. The gentlemen identified with this industry are P. W. Bevins, president; J. W. Godsey, general manager, and J. L. Godsey, secretary and treasurer. Mr. Bevins is a resident of Concord, Tenn., and he deals in cattle, lumber and other commodities there. The Messrs. Godsey are active in the conduct of the Bristol Planing Mill Co., Mr. J. W. Godsey being mill manager and Mr. J. L. Godsey giving his attention to the office and financial details. Both have been connected with the lumber trade throughout their business career and are entirely practical men in all relating to the industry.

BRISTOL FLORAL COMPANY

Growers and Shippers of Cut Flowers, 114 Pennsylvania Avenue

The above enterprise, catering to the more refined tastes and aspirations of the community, was instituted here in 1909, and since that period, from comparatively small proportions it has developed, until today it may be cited as the largest concern of the kind in this section. At the above address the company has seven green houses, which together



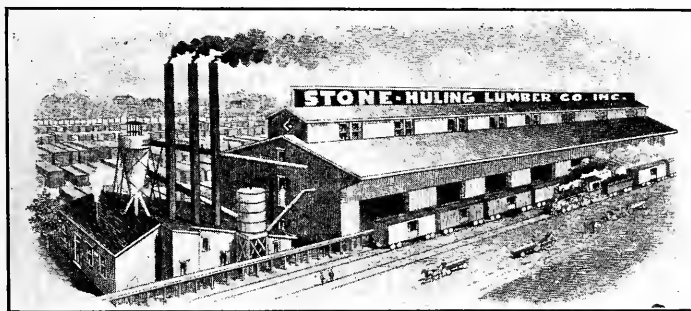
aggregate some 30,000 square feet under glass. About two miles distant, on the Memphis-to-Bristol Highway, they have ten acres of ground utilized for growing flowers, besides 12,000 square feet of additional green houses, thus making a total of 42,000 feet under glass. The company produces all kinds of flowers, including the choicest variety of roses, carnations, violets, sweet peas, chrysanthemums, ferns, etc. Particular attention is given to cut flowers and floral designs for funerals, weddings, etc., which are distinguished for the taste and skill displayed in their selection and arrangement, and this is well realized and appreciated by patrons. The house has, at all times, plenty of blooms on hand, and besides a large home demand they ship extensively to within 150 miles from Bristol. Mail, telephone or telegraph orders receive the promptest attention, and the utmost care is taken in packing to ensure that the flowers shall arrive fresh and in the best condition. The house also transacts a large wholesale business, shipping to Cincinnati, where they have a good market and a resident representative. A noticeable feature of the enterprise is the high grade character of its products. The Bristol Floral Company conducts its establishment upon scientific principles under the superintendence of two expert florists. Everything in the plant is modern up-to-date and complete, seldom to be found in a place of similar population. An interesting item worthy of note is that some of their chrysanthemums recently received such favorable notice, that the attention of florists from elsewhere was attracted, leading to enquiries and subsequently to further sales of these flowers. The gentlemen identified with the conduct of the business are: H. G. Bramm, president, and C. L. Bowers, secretary and treasurer. Mr. Bramm is also a director of the Dominion National Bank, and is secretary and treasurer of the Floral Water Company, an enterprise

which furnishes water to the outlying districts, taking its supply, however, from the city. The president of this company is Dr. N. H. Reeve, a practicing physician here. We might also here mention that Mr. Bamm was formerly in the tanning business and he built the Dixie Tannery, and had at the time an interest in the industry. Mr. Bowers is in charge of the selling department of the Bristol Floral Company and occasionally travels on the road. Finally, we will but further remark that Bristol is to be congratulated in the possession of this industry and residents and others at a distance will here surely find the choicest exponents of the floral art, along with courtesy, promptness and reasonable prices.

STONE-HULING LUMBER COMPANY

Lumber, Builders' Supplies, Etc., Bristol, Tenn.-Va.

The Stone-Huling Lumber Co. was established fifteen years ago, succeeding Stone Bros., instituted about five years previously. The company occupies a plant which was originally that of the Wilkinson Lumber Co., the Stone-Huling Co. acquiring these premises about two years ago,



adding them to their former plant, and thus materially increasing their facilities. Altogether the firm utilizes about seven acres, upon which are the factory, lumber sheds, warehouses, lumber piles, office building, etc. The factory is of the dimensions of 250x75 feet and the works are altogether up-to-date and complete in their equipment and are adjacent to the railroad, with their own switches, and altogether probably not less than a half a mile of track is within the yards. The firm are dealers in lumber, handling mainly yellow pine, which they receive direct from the saw mills in the South. Their specialty, however, is the manufacture of general builders' supplies, including sash, doors, blinds, mouldings, casings, stair work, posts, porch and balcony stock, mantels, grates, etc., and in fact everything made of wood used in building. They carry large stocks in regular sizes, and special and odd sizes are made to order. The facilities of the concern are of the best in all departments and it is entitled to rank as among the most important in its line in this section and it is not exceeded between Norfolk, Va., and Chattanooga, Tenn. The house invites enquiries and will be glad to furnish illustrated catalogues and trade prices current upon application. The trade of the house extends throughout a wide territory and is yearly expanding. The gentlemen conducting this enterprise are James A. Stone, president; Wm. R. Stone, vice-president, and Chas. H. Huling, secretary and treasurer. Mr. J. A. Stone is also president of the Interstate Hardware & Supply Co., is a director of the Dominion National Bank and is Mineral Assessor of the State of Virginia. He is also vice-president of the Allen Lumber Co., of Middlesboro, Ky. Mr. Wm. R. Stone is a director of the Interstate

Hardware & Supply Co. and is president of the Allen Lumber Co. Mr. Huling is also secretary of the Allen Lumber Co., and before becoming connected with his present enterprise was cashier of the Dominion National Bank. The Allen Lumber Co. is merely an adjunct of the Bristol business, supplying the public and trade in the locality where it is situated. Referring back to the Stone-Huling Co., we may say that with a complete plant, intelligent and efficient management, ample resources and all facilities, it is in a position to satisfy all requirements of patrons, and is entitled to rank among the most stable and progressive interests of the city.

JAMES B. LYON

Insurance, 8 Sixth Street

The business of the above well-known and reliable insurance agency has now been in successful operation for some twenty three years, during which it has earned the full confidence of the public. The house transacts a regular insurance business, including fire, life, casualty, fidelity, automobile, etc., representing twenty-two of the soundest and staunchest American and foreign companies. The reputation of the house has always been of the highest, equally as regards its methods and the character and standing of the companies it represents and the prompt settlement of all just claims. In addition to writing all the above kinds of insurance, Mr. Lyon is general agent for the liability department of the Aetna Life Insurance Company of Hartford, Connecticut, and the Aetna Accident and Liability Company of Hartford, Connecticut. He exercises control and manages a number of sub-agencies of these organizations, seven of them being in Southwest Virginia and five in Eastern Tennessee. Mr. Lyon, with an experience of all pertaining to the insurance business, acquired during many years active operation, is at all times prepared to give expert advice to clients and look after their interests to the best advantage. With a lengthened record of honorable dealing the agency, today, affords the best facilities and can assure prompt and certain indemnity, as well as courteous attention and every inducement available.

HUNTSMAN BROTHERS COMPANY

Wholesale Grocers, Bristol, Tennessee

In reference to the extensive wholesale grocery trade of this city, we now devote a space to the above-named enterprise which was established in 1892 as Huntsman Bros., incorporation, under its present title, transpiring about ten years ago. The premises occupied on Shelby Street consist of a large four-story building of the dimensions of 150x50 feet. Here ample accommodations are available for the carrying and handling of very large stocks. The firm are first-class wholesale grocers in the fullest acceptance of the term, dealing in practically everything that this designation implies. With its ample facilities and lengthened experience it is eminently qualified to look well after the interests of its trade, and understands what class of goods is best suited for each individual customer. The trade of the house is mainly in Southwest Virginia, Eastern Tennessee and Western North Carolina, and it is represented in these districts by eight travelling salesmen. The executive of the Huntsman Bros. Company comprises J. N. Huntsman, president, and E. E. Huntsman, secretary and treasurer. Mr. J. N. Huntsman may be quoted as a pioneer of the important jobbing business of Bristol. He came here from Green County in East Tennessee, when what is now a progressive business city was but little more than a primitive place. His present wholesale business has grown steadily with the lapse of years, until today it may be cited as the most important concern of the kind in this section of the country, and the oldest established

here. Mr. J. N. Huntsman is also vice-president of the Dominion National Bank and is identified with quite a number of other interests of importance. Mr. E. E. Huntsman is his son and he has been connected with the enterprise practically all his business life. We have alluded in an earlier part of this book to the causes which have contributed to build up Bristol's very large jobbing trade—such as its central location, good roads, favorable freight rates, prosperous surrounding country, etc., and therefore need not here recapitulate. We may, however, add to the above the high character, standing and resources of many of the houses here engaged in business, of which that of the Huntsman Bros. Company may be taken as a pioneer and leader, and one of the most influential and prominent exponents of the growing wholesale and distributive interests of this city.

T. H. KOTY
Merchant Tailor, 416 State Street

It has been our aim in this volume to represent the more important enterprises in each particular line of business. In pursuance of this idea we now allude to the merchant tailoring establishment of Mr. T. H. Koty, which was instituted by him about fourteen years ago, and which since that period has steadily progressed and prospered. The premises occupied are well located and afford all required facilities. The stocks of cloths and woollens here displayed are unexcelled in the city for variety and diversity and include both imported and domestic fabrics. The specialty of the house is custom clothing, which for quality, fit, workmanship and desirability, can invite the most critical comparison and is fully the equal of any obtainable in such cities as Nashville, Richmond, Memphis, and we might say even in New York itself. That is a fact generally recognized here, and this has led to the position the house occupies in the estimation of the public. Suits and overcoats are made from \$30 upwards and taking value into consideration, the prices will be found noticeably moderate. In full dress suits, Mr. Koty has gained full appreciation. They are produced at from \$60 to \$80, and really they can not be surpassed for appearance and quality anywhere. Mr. Koty employs about ten experienced custom tailors, who work under his direct supervision. He is essentially a skilled and practical cutter and tailor with an experience of many years, having been brought up to the business. In addition to a full patronage in this city with the best classes, his trade is large within a radius of 100 miles from Bristol. He makes periodical visits calling on his patrons out-of-town who desire to give him their business, assured as they are of being well served, and that they can here obtain the *ne plus ultra* in all that pertains to gentlemen's fashionable and perfect fitting attire.

ANDREWS MANUFACTURING COMPANY
Manufacturers of Proprietary Medicines, Bristol, Virginia

This well-known and old-established enterprise of Bristol was founded twenty-two years ago by Mr. E. L. Andrews, who still remains the proprietor. In connection with the industry a well appointed factory is utilized and a considerable number of hands are given employment. The Andrews Manufacturing Co. makes a line of proprietary medicines of well-known reputation and value. We will mention Andrews' Wine of Life Root, Andrews' Cold Tea for the Liver, E. L. Andrews' Nerve Builder, Andrews' Sarsaparilla, Andrews' Chill Killer, Andrews' Devil Pills, E. L. Andrews' Pain Relief, Andrews' Nerve and Bone Oil, Andrews' Expectorant, Andrews' Sure Shot Vermifuge, Andrews' Quick Liver Pills, Andrews' Horse and Cattle Powders, Liver Paptine, "Er-lin-aw" Remedy,

"Er-lin-aw" Rub-on-Oil, "Er-lin-aw" Liver Regulator, Aunt Dinah's Celery and Sarsaparilla Compound, Aunt Dinah's Chicken Powders, Aunt Dinah's Cream Liniment, Dr. J. L. Sparks' Eye Water, and Dr. J. L. Sparks' Sure Remedy. While all of the above are in active demand, particularly worthy of patronage are Andrews' Wine of Life Root for women's use, Andrews' Cold Tea for the Liver, a splendid remedy for dyspepsia, billiousness and all liver troubles, Andrews' Kidney Pills for the kidneys and bladder complaints, etc., Andrews' Black Devil Pills, a reliable and effective cathartic, splendid for liver complaints, etc., Andrews' Sure Shot Vermifuge, a worm remedy, Andrews' Horse and Cattle Powder for the maladies of horses and cattle, "Er-lin-aw" Rub-on-Oil, an outward remedy, "Er-lin-aw" Remedy for rheumatism and blood disorders, Aunt Dinah's Egg Cream Liniment, an external remedy for sprains, muscular pains, etc., and Dr. Sparks' Eye Water, for sore eyes and eye maladies. These goods are sold all through the South to merchants and jobbers, and being standard remedies of well-known reputation, they are in constant demand by the public and therefore merchants find them particularly advantageous to handle. Mr. E. L. Andrews, who has had thirty years experience of this business, is a well-known resident of this city, in the welfare of which he has always taken a close interest. He is on the financial committee of the School Board of Bristol, Tenn., and for a time was alderman. The enterprise he conducts is based upon honorable and upright principles, which have gained for it the full confidence of all with whom it has been brought into business contact.

HEAD-LIPSCOMB-McCORMICK COMPANY, Incorporated Manufacturers of Overalls, Pants, Etc., Bristol, Virginia

One of the most important of the manufacturing industries of Bristol is that conducted under the above-named designation, which in 1909 succeeded to the business established in 1908 as the Head-Lipscomb Manufacturing Company. During the comparatively few years it has been in operation it has consolidated and developed a very large business, which yearly expands and increases. The factory is contained in a two-story building of 66x160 feet. Here a full complement of modern appliances are in operation, including cutting machines, which with all other machinery are operated by electricity. The appointments of the factory are thoroughly sanitary, conducing to the comfort and health of the operatives, who approximate to about 150 in number. The capacity of the factory is about 150 dozen of garments daily. The company manufactures overalls and pants and a general line of working men's clothing of all grades, including men's, youths' and brownies' overalls and coats, full cut men's, youths' and boys' pants, work shirts, etc. They are familiar to the trade and public by their brand names of "Big Jack" and "Double Header." The specialty of the house is their "Big Jack" overalls, which are made from the very best materials and are full cut. They are strong, durable and altogether reliable. A noticeable characteristic of these goods is that they are made with a continuous facing in the pockets, thereby preventing them from ripping. Taking quality into consideration, the prices of these products will compare well with any on the market. The goods are sold south of Mason and Dixon's line and twelve travellers represent the firm in these districts. The executive officials of the company are C. L. Kidd, president; J. L. Lipscomb, vice-president, and E. M. Wolsey, secretary and treasurer. Mr. Lipscomb is a practical man, thoroughly familiar with all details of the industry. Mr. Wolsey devotes his attention to the official and financial departments. Mr. Kidd, besides his interests here, is also connected with the Ault Woodenware Company, of

Cincinnati, Ohio. Concluding this sketch, we will but further say that the house may be taken as a valuable asset of the city in giving steady employment to an important force of operatives and at the same time it directs attention to Bristol as a leading and growing producing and trade center.

THE SPARGER MILL COMPANY

Manufacturers of Flour, Meal and Feed, Bristol, Virginia

An important industry of this city is that of the Sparger Mill Co. It was established in 1902 and ever since it has continuously increased its sphere of influence. The plant comprises a mill of five floors which is of 30x60 feet and in addition there is a two-story ware house of 30x150 feet. There is an elevator included in the plant. The mill is of the latest improved character, the roller process being in vogue, and its capacity is about 500 barrels of flour and 2,000 bushels of meal every twenty-four hours. About twenty men are here given employment. There are two switches connecting with the railroad, affording the best of conveniences for the receipt of grain, etc., and for the shipment of the finished product. The company manufactures high-class flour, which has no superior; also meal and feed. Their products are made from the best of winter wheat and the company's processes give them an individuality of their own. The leading brands are "Golden Eagle," a fancy patent; "Good as Gold," a patent flour; "Liberty," a half patent; "Golden Rod," a clear flour, and others. Their baking qualities are particularly noticeable and contribute largely to their popularity. They are sold throughout Southwest Virginia, Eastern Tennessee, Western North Carolina, West Virginia and Kentucky, to jobbers and dealers and a number of commercial travellers represent the house in these districts, where it easily holds its own against western competition. Dealers find the goods advantageous to handle as they are uniform and always give satisfaction. Within the trade radius of this city they are particularly in popular demand, the reasonable freight rates enjoyed by Bristol affording additional inducements. The company also manufactures high-grade meal and feed, which is in demand by the public and the trade. The gentlemen identified with the proprietorship are W. A. Sparger, president; R. L. Gaut, vice-president, and Z. V. Sparger, secretary and treasurer. All of the above have had practically a life-long experience of the milling business. The success which has been attained by this enterprise may be largely attributed to the scrupulous care it has exercised to maintain the high standard of its brands, to its correct business principles and to the fair and honorable treatment it has always accorded its patrons.

BURNETT & LOGGANS

Architects, Mahoney Building, Corner Sixth and State Streets

There are but few places of similar population that are so well endowed with local conveniences as is the city of Bristol. This more particularly applies to everything pertaining to the building trade, and in this the vocation of the architect of course takes a prominent place. This profession is represented here by the firm of Burnett & Loggans, which was instituted about ten years ago by Mr. Geo. W. Burnett. From 1907 to 1908, this gentleman was associated with Mr. C. B. Kearfott, and January 1, 1915, the present firm was constituted by the admission of Mr. C. W. Loggans as a partner. The energies of the firm comprise architects' practice, such as preparing plans, specifications and estimates and supervising the erection of public buildings, schools, churches, factories, residences, etc. A few notable buildings erected from the plans of this firm include Huntsman Bros'. wholesale grocery house, annex to Hotel St. Lawrence, the

residence of John H. Huntsman, the Twin City Ice and Coal Company's premises, the Kilgore office building, the Bandy & Hamilton office building and the residence of Dr. Carr at Norton, Va., the Marion Hardware store, D. H. Mitchell Grocery Co.'s store, the Sprinkle Drug Co.'s house, the Presbyterian manse and the Methodist parsonage at Marion, Va., in addition to a number of residences there, costing from \$5,000 to \$15,000. Mr. Burnett, prior to practicing as an architect was a contractor and thus both the theory and practice of matters pertaining to the building industry are familiar to him. Mr. Loggans, as we stated, became a partner at the commencement of the present year. Prior to then he was in the employ of Mr. Burnett and before that he worked as a journeyman carpenter. So that he also is familiar with the practical details of the building industry. The firm invites enquiries and correspondence and will be glad to furnish plans, estimates, specifications and all particulars. Their patronage, in addition to Bristol, also extends into the surrounding localities. The services of this firm may be engaged with full confidence and all contracts and obligations entered upon by them will be honorably and faithfully fulfilled and carried out to mutual profit and advantage.

BEVERIDGE & TAYLOR, Incorporated
Manufacturers of Wagon Spokes and Lumber, Bristol, Va.

This important enterprise was originally established at Appleton, Wisconsin, about the year 1877. It was founded by Mr. C. A. Beveridge, and it was carried on by this gentleman at that place until 1899, when it was removed to Harriman, Tennessee. It was then known as the Harriman Hub and Spoke Company, and Mr. Franck Taylor then became identified with the proprietorship. On November 1, 1901, the plant was removed from Harriman to Bristol, and the business was carried on under the name of Beveridge & Taylor. Mr. Beveridge died July 25, 1914, and a month later the enterprise was incorporated as a stock company, its present executive officials being Franck Taylor, president and treasurer; Edith B. Taylor, vice-president and Harry H. Roberts, secretary. The plant covers an area of about three acres. On this property are the office building, the spoke factory, warehouses and sheds. The works are equipped with up-to-date machinery suited to the industry, the capacity being about 10,000 spokes daily. In addition to the works in this city the company owns two portable spoke mills, which they operate right in the woods where the timber is cut. They buy stumpage rights wherever available within a radius of fifty to seventy-five miles from this city. Here they saw the timber in billets which are shipped to the factory at Bristol and manufactured into spokes. At the present time they are operating in about 600 to 700 acres of forest land and additional acreage is obtained as required. The wood used in the manufacture of the spokes is white oak and hickory and it is a high quality of native wood, particularly suitable for this purpose. Besides the production of spokes the company manufactures rough lumber from the timber on their property which is not suitable for spokes. This is principally poplar and oak. The firm ships the spokes principally to the Middle West. They are largely in demand with wagon manufacturers in that section. They are marketed through the agency of a house at Milwaukee, which has handled the products of this concern for some thirty years. They are also sold extensively through the state of Virginia. The lumber is shipped direct from the mills in the forests to destination. It is largely in demand in neighboring localities and in the North and East. A large proportion of it is sold to the trade through the agency of a Philadelphia firm. The products of the company will compare favorably with any of similar grade on the market. The

house enjoys the advantage of being close to their bases of supply, and freight rates from here are favorable. Of those identified with the proprietorship and management of the business, we may say that Mr. Franck Taylor is a practical lumber man and he has been connected actively with the industry for about sixteen years and he gives to its details his closest attention and supervision. He is a son-in-law of Mr. C. A. Beveridge, who founded the business, Mrs. Edith B. Taylor being the latter gentleman's daughter. Mr. Roberts is another son-in-law, and he is also treasurer of the Price Hardware Company, of Pulaski, Virginia.

GOODWYN COAL & ICE COMPANY, Incorporated **Bristol, Virginia**

The energies of the above well-known enterprise are devoted to the supply of two vitally essential necessities of daily existence. The origin of the business is as follows: In 1905 the Goodwyn Coal & Ice Co. succeeded to the J. B. Peters Co., which until then confined its operations to the coal business. The new concern then added an ice plant. In 1909, the



company bought out The Diamond Ice Co. and added their plant to their own, thus materially adding to their facilities. At the present time the plant of the Goodwyn Coal & Ice Co. is one of the most extensive in this section. It is in every way up-to-date and embodies the latest improved appliances. There are here in operation a Creamery Package Manufacturing Co.'s machine and a York Manufacturing Co.'s machine, both of which are standard machines. Their united capacity is about fifty tons of ice daily. The works are well located for shipping purposes, being adjacent to the railroad, which is at the doors. The ice manufactured here is of absolute purity, only distilled water being used, rendering it preferable to natural ice and making it entirely free from germs. Moreover, the water is submitted to a government inspection twice yearly, which constitutes additional safe guards. The ice is supplied to the public of this city and vicinity and in addition is shipped to dealers within a radius of seventy-five miles from Bristol and prompt shipments and reasonable prices may be depended upon. The price of ice in Bristol is much cheaper than in the majority of places in this section. The plant also includes cold storage, with a capacity of 30,000 cubic feet for the cold storage of produce, food products, etc. These facilities are not only

availed of by business men here but also by out-of-town parties. The rates will be found very reasonable. Referring to the coal business, the house handles the best grades of bituminous and semi-bituminous coal mined in Virginia, Tennessee and West Virginia. They also sell some Pennsylvania anthracite. Their facilities assure always a large supply to fill orders promptly. Their coal can be depended upon as being clean and hand-screened, and every attention and the best service is given. Mr. P. A. Goodwyn is president and treasurer of the company. He gives to it his closest personal attention and supervision. The industry is ably conducted, according to modern methods and the best system to ensure satisfaction. In both departments the force of hands employed in the factory and as teamsters aggregates about thirty men.

LOWRY-HORNER COMPANY

Wholesale Fruits, Produce, Etc., 24 Fourth Street

A well-known and reliable enterprise engaged in the above useful line of business here, is that of the Lowry-Horner Company. The business was founded in 1902, the present name being assumed in 1904. In connection with the business, extensive premises are utilized, consisting of a three-story building, which covers an area of 150x80 feet. Every facility is here available for storage and convenient shipping, the house being adjacent to the railroad, enabling receipts and shipments to be made with facility. The Lowry-Horner Company deals in all kinds of fruits and produce, including oranges, bananas, apples, cabbage, tomatoes, potatoes, onions, etc. A particular specialty is made of early vegetables, which the trade can obtain here as early in the season as anywhere. The products handled by the house are procured direct from the growers in practically all instances. Large quantities are obtained from adjacent localities and in addition car-load lots are received of various products from Northern and Western sections, the sources of supply varying with the seasons. At any rate this house may be depended upon for having at the disposal of customers the choicest and best quality products and a full assortment, according to the time of year. The firm enjoys the closest connections with reliable growers and is enabled to cater to its trade to the best advantage. The house supplies the local markets and also ships extensively throughout neighboring sections within a radius of about 125 miles. The prices will be found fully as low as any for similar class of products. The specialty of the house is quality. "Quality is remembered when price is forgotten," and this fact understood has been instrumental in the upbuilding of this business, which steadily increases and today it may be quoted as the largest concern of the kind between Knoxville and Richmond. Mr. R. C. Horner is president and treasurer of the company, and to his enterprise he devotes his closest personal attention. He invites enquiries and will be glad to furnish prices current and all particulars. The reputation of the house for fair dealing assures every confidence, as is best evidenced in the steady and continued growth of the business, which has contributed materially to the reputation of Bristol as a market and center of distribution.

THOMAS S. BROWN

Architect, Office, Corner Moore and State Streets

Identified with the architect's profession here for the past three years is Mr. Thos. S. Brown, who since inaugurating his enterprise in Bristol has experienced the gratification of a large measure of success and patronage. This gentleman, however, had for a number of years previously been engaged in similar pursuits. Thus he practiced at Roanoke for two years before coming to this city and he also was in the employ of Diboll &

Owen, of New Orleans, John O'Connor, Des Moines, Iowa, and Mason, of Detroit. These are all well known and leading architects and the latter house may be cited as the foremost of its kind in Detroit. Mr. Brown also attended Millsaps College, Columbia University, New York, and the Beaux Arts Society, New York, and he also took a course as an architectural engineer with the American School of Correspondence. Thus it may be seen that he is amply qualified both by education and experience for the practice of his profession. Mr. Brown devotes his energies to the preparation of plans and estimates for the erection of all kinds of buildings and he also superintends the details of the work to completion. Here are a few of the most notable structures built from his plans and completed under his supervision. Thus: The practical rebuilding of the block at the corner of Moore and State Streets for the Dominion National Bank; the Mahoney block, the residences of Dr. Reeve, E. Gouge, Frank Wright and Mrs. Bickley; remodeling the office building formerly the Tip Top Hotel; building the Columbia Theatre, the Johnson office building at Gate City, Va., the Boyd office building, Honaker, Va., H. P. King's country residence, a house for J. T. Puckett, at Elk Garden, Va., a residence for Dale Stuart, Rosedale, Va., besides many others. From the above it may be realized that the services of this gentleman have been in active demand. He invites enquiries and will be pleased to furnish all required information, plans, estimates, etc. His operations not only include this city, work coming to him from the contiguous country radiating about 150 miles distant. All who may entrust their interests to his care, can do so with the assurance that contracts will be carried out to completion, honorably and faithfully, and that business relations entered in with him will result to the entire satisfaction of those concerned.

J. P. PENDLETON & BRO.

Jewelers, Silversmiths, Diamond Merchants, Etc., State Street

We now direct the attention of our readers to the well known and old established jewelry establishment of J. P. Pendleton & Bro., which caters to the more refined requirements of the community. It was founded in 1886 by the senior partner, and in 1891, W. S. Pendleton became a member of the firm. Finally, in 1914, A. C. Pendleton, son of J. P. Pendleton, was admitted as a partner. During its career of nearly thirty years, this house has accomplished no little to educate the public taste, and afford it opportunities to obtain the choicest goods. At the store may be found a particularly well selected assortment of jewelry, a fine selection of loose diamonds and other precious stones, all the leading makes of watches, solid and plated silverware, beautiful cut glassware, artistic china, bric-a-brac, etc. Besides the finer lines the firm carries a large selection of popular goods, suitable to the requirements of all classes, but in all instances the fullest values for money is given, and no misrepresentations are made. Particular attention is given also to engraving to order, as well as to fine jewelry and watch repairing. Messrs. J. P. Pendleton and W. S. Pendleton may be ranked as particularly skilled in this line. The most intricate and expensive watch may be intrusted to their care, with the assurance that it will be returned to the owner in thoroughly good working order. We were shown here a watch made of *wood*, which is the work of Mr. J. P. Pendleton. This was made in 1885, and it is still capable of running. It took a prize at the Chicago World's Fair as a great curiosity, and as evidence of the skilled work of its maker. Mr. A. C. Pendleton is a jewelry repairer and engraver. Any article not in stock is promptly obtained for customers, and any article of particular design can be made to order. Patrons can select their own stones from the large stock of loose diamonds,

and have them mounted as they may require. The firm also does an important mail order business, within a radius of 100 miles from Bristol. With an established reputation of thirty years its facilities are of the best, and its proprietors are men of experience and accomplished buyers, entirely understanding the requirements of patrons.

BONDURANT COAL YARDS **Wholesale and Retail Coal, Commonwealth Avenue**

Among the enterprises of importance transacting business in Bristol must be calssed the Bondurant Coal Yards, which were established in this city in 1911. This concern has a plant on Commonwealth Avenue where they have the best facilities, including large yards adjacent to the railroads and a coal "tipple" for loading and unloading, which has a capacity of about sixty cars. The enterprise transacts an important wholesale and retail business, supplying the public with coal in any quantity, and patrons may depend upon having their orders filled promptly in all instances. The coal sold by this house is the well-known high grade Bondurant's "Virginia Blue Gem," mined by the United Collieries, Inc., of St. Charles, Va. This is a very high-grade clean coal, fully equal to the best. It is invariably delivered to patrons well screened and free from all impurities. The house transacts a very extensive business here, particularly with large consumers, in carload lots, and they are enabled to offer to the trade the very lowest prices and every facility. A very large number of big users of coal in this city and vicinity obtain supplies from this concern. In connection with the Bondurant Coal Yards we will make mention of the UNITED COLLIERIES, INC., which about a year ago succeeded the Bondurant Coal & Coke Co. As before said this company operates mines at St. Charles, Va. They ship their celebrated Bondurant's "Virginia Blue Gem" coal direct from the mines to dealers throughout the South, of course in carload lots exclusively. This coal is in steady demand on account of its quality and the company transacts in it a large business with dealers which is steadily increasing. The president of this company is R. T. Irvine, of Big Stone Gap, Va., and C. W. Bondurant is vice-president and general manager. The latter gentleman is the owner of the Bristol business and J. H. Baird is manager in this city, to which he devotes his closest energies and attention in the interests of patrons. In all regards both enterprises enjoy the best of facilities and have inducements of value to offer to the trade and public, and particularly as before said to large consumers. Business connections with these enterprising concerns can not fail to result in advantage and benefit, as have always been realized by all dealing with them.

THE BANK OF BRISTOL **State Street**

The Bank of Bristol was founded in 1906. It was reorganized in 1912, and recently again some changes have been made in the directorship and management and a very strong board of directors elected. The directors at the present time consist of the following: H. W. Powers, of the Mitchell-Powers Hardware Co.; R. L. Pennington, a well known lawyer recently living at Jonesville, Va., and now a resident of Bristol; J. P. Young, of Mitchell-Powers Hardware Co.; J. H. McCue, general agent of the V. & S. W. Railway Co.; W. J. Fickle, late of the Bristol Hardware Corporation; J. R. Delaney, of the Eagle Overall Co.; C. F. Hagan, capitalist; R. C. Horner, of the Lowry-Horner Co., wholesale fruit dealers; W. R. Stone, of the Stone-Huling Co.; Dr. A. J. Edwards, a prominent physician here; G. E. Nickels, of the F. P. U. Department Store and Globe

Nurseries; H. H. Shelton, a well known attorney; J. C. Bayless, of the Dooley-Bayless Furniture Co.; J. W. Bell, president of the First National Bank of Abingdon, Va., and Floyd H. Roberts, judge of the Corporation Court of Bristol, Va. Mr. H. W. Powers is president, Mr. Robert L. Pennington is vice-president, and Mr. R. W. Kelly is cashier. The above directorate comprises a list which affords the utmost confidence, including as it does a large number of names of the highest standing and character, prominent business and professional men of this city and vicinity. The Bank of Bristol does a regular banking business, receiving deposits, loaning funds and discounting commercial paper. It also makes collections at all available points. It invites the accounts and business of merchants, manufacturers, farmers and others in this city and vicinity, and it extends to them every facility. It solicits small accounts, equally with large ones, and the same attention is given to all. As its name indicates it is The Bank of Bristol, and it works for the advantage of Bristol and vicinity. As a state bank under Tennessee laws it is amenable to just as rigid inspection as is a national bank, being subject to two examinations yearly. The Bank of Bristol wants business, and is in a position to offer every legitimate inducement to patrons. Today it stands ready to welcome new enterprises that may decide to locate here and it solicits business from all reputable concerns and will be glad to accord to them every facility, assistance and courtesy that comes within the province of its operations.

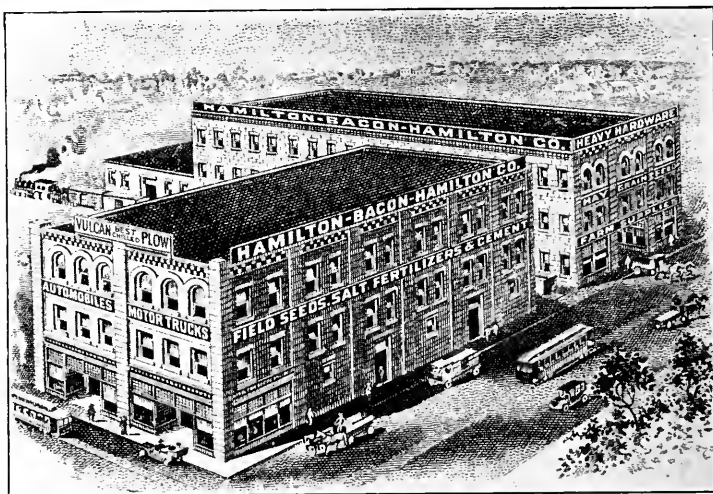
FAIRMOUNT GARDENS

Florists, Market Gardeners, Canners, Etc., Bristol, Tennessee

Fairmount Gardens have now been in operation in Bristol since 1901, the business before being located in Buena Vista, Virginia. The plant here consists of some six or seven acres, which belong to Mr. P. S. Wise, and in addition he works under lease about twenty acres adjoining, and about 100 acres used for pasture. He has two green houses respectively of 130x65 feet and 100x24 feet. The products of Fairmount Gardens embrace flowers, such as roses, carnations, sweet peas, violets, etc.; also asters and chrysanthemums. Particular attention is given to floral designs and cut flowers for all functions. Mrs. V. F. Wise, the wife of the proprietor, devotes her particular care to this branch. With her it is a labor of love, in which she takes a never failing interest and her skill and taste are well recognized by her patrons. The house ships all kinds of cut flowers to surrounding districts and make a specialty of mail order business. As concerns vegetables a large business is carried on, especially in early vegetables, such as lettuce, radishes, tomatoes, cucumbers, etc., raised mainly under glass; also practically all other kinds of vegetables which are grown on the plantation. They are disposed of to merchants and wholesale shippers in this city and vicinity. They are of the best quality and enjoy the highest reputation. A large business is also done in plants for cultivation, both as regards flowers, fruits and vegetables. These are shipped to a considerable distance. All the products of the house are sent to more distant points than before, extending to as far as 400 miles from Bristol. The canning of fruits and vegetables is another important detail. The surplus of what is not disposed of in other ways is thus utilized. Beans, tomatoes, beets, plums, etc.—all home-grown products, are put up under their name of the Fairmount Gardens brand, and they are in good demand by the trade and public. In the season this department gives employment to from a dozen to twenty hands. The proprietor of the business is Mr. P. S. Wise, who has had over twenty years experience as a vegetable grower. He is ably assisted by Mrs. Wise, who, as before said, is the florist. The public can depend upon receiving here prompt service, reasonable prices and every facility.

HAMILTON-BACON-HAMILTON COMPANY, Incorporated
Field Seeds, Salt and Fertilizers, Cement, Hay, Grain, Farm
Supplies, Heavy Hardware, Etc., 222 State Street

The above-named company has been carried on under its present designation for some twenty years, although there have been some modifications in the proprietorship during that period. At the above address, noticeably commodious and well arranged premises are occupied, comprising two buildings, each of three floors and respectively of the dimen-



sions of 200x50 feet and 150x150 feet. They were built for the purpose and they are in direct connection with the railroad, the cars being able to enter both houses, with the street on both sides of the structures. The firm are heavy handlers of field seeds, salt, fertilizers, cement, hay, feed, grain, farm supplies, heavy hardware, etc. Seeds are obtained direct from the growers. Hay and grain comes from western shippers in car-load lots and also from local sources. In farm machinery and supplies they make specialties of the Vulcan plows, Mitchell wagons, Blue-Ribbon buggies, Deering line of machinery, heavy hardware and steam engines and the Case line of threshing machines, saw mills; all kinds of wire, harness, commercial fertilizers of the best make, automobile tires, making a specialty of the celebrated Diamond tires; automobile supplies, etc., etc. Anything not in stock is promptly obtained to order. The trade of the house also extends through six counties in Virginia and Tennessee and into parts of North Carolina. It is largely with dealers in these localities. The firm is now making arrangements with growers and shippers of seeds and grain, which will enable them to offer better inducements to customers than ever before. The executive of the company is S. T. Copenhaver, president; H. G. Peters, vice-president; J. D. Faust, secretary, and W. E. Edwards, treasurer. Mr. Copenhaver has been connected with the business for about five years and as manager for about a year. Mr. Peters is a well-known attorney here. Mr. Faust devotes his attention to the sales departments and travels on the road and Mr. Edwards looks after the shipping and selling. The business has largely expanded within recent years and continues steadily to advance. Today it is in a position to place before its patrons such inducements as the most reliable products, full values, promptness, courtesy and fair dealing.

THE STARR PIANO COMPANY
Pianos and Player Pianos, 529 State Street

The Starr Piano Co. has had a representative in Bristol for some twenty years, but it is only since May, 1913, that it entered into possession of its new headquarters at the above address. Prior to that they were located on Sixth Street, but the new premises are much more convenient. The house is one of the branches of the Starr Piano Co., of Richmond, Ind., which is one of the largest and most important piano factories in the country. The Bristol house has jurisdiction over the territory extending from Morristown, Tenn., to East Radford, Va. Five travellers call on prospective patrons within this locality. The manager of the business here is Mr. Baxter S. Raines, who has been with the company some eight years and he gives to the enterprise his closest attention. The Starr Piano Co. manufactures high grade pianos and piano players, which are sold all over the United States and which are also exported. They range in price from \$250 to \$1,000 in ordinary pianos, and piano players cost from \$450 upwards. The Starr Pianos are known by their names of "Starr," "Richmond," "Remington" and "Trayser." They are the best quality in their different grades, embodying all the characteristics of handsome appearance, strength, tone, durability and quality. The house being *bona fide* manufacturers, the instruments come direct to the public from the factory, all intermediate profits being eliminated. The house guarantees the pianos to be exactly as represented and will make good anything that is faulty or deficient. Instruments are sold for cash or on easy terms as may be desired. This concern is the only one that has a branch house here and sells only its own instruments. They have been recommended by many of the leading musicians and won prizes in competitions, and gold medals at expositions. They are in use in many state normal and other schools, well known and important institutions of music, etc. The Bristol house invites enquiries and will be glad to enter upon correspondence in regard to their products and if required will send a representative to call. The public may depend upon receiving from this house fair dealing, honest representations and every facility.

PETER-McCAIN LUMBER COMPANY
Bristol, Tennessee

Prominently identified with the important lumber trade of this city is the Peter-McCain Lumber Co., which was established in 1904 as the Paul W. Fleck Lumber Co., the present style being adopted in 1910. At the eastern outskirts of the city this company has a large plant covering about seventeen acres, upon which is a saw mill, planing mill, lumber sheds and yards. The mill is a band saw-mill with a capacity of about 40,000 feet daily. The company manufactures rough and dressed lumber, from oak, poplar, chestnut, white pine, hemlock and some miscellaneous timber. The company owns about 2,000 acres of good timber lands in Carter County, Tenn., which is available as it is required and which affords facilities for cutting many million feet of merchantable lumber. The company, however, has on hand large quantities to fill immediate orders. The lumber manufactured here is of different grades, suitable for all purposes. The facilities of the house enable it to offer the product at the lowest prices for the various grades. Not within many years have conditions been such as to enable lumber to be obtained at prices that probably will not recur for a long period. This house is in the market to do business, and invites enquiries and will offer the trade all inducements and advantages. Their facilities are of the best, their location and the

operation of a complete plant giving them every advantage. The gentlemen conducting the industry have had many years' experience. They are W. G. McCain, president; J. P. McCain, vice-president; Geo. W. Peter, secretary and treasurer, and W. A. McCain in charge of the saw mill. Mr. W. G. McCain has been identified with the lumber trade for about a half century and Messrs. J. P. McCain, W. A. McCain and G. W. Peter, for some twenty-five or thirty years. The trade of the house is mainly east and west and largely to Philadelphia, New York, Ohio, Michigan and elsewhere. Sales are made direct from the mills in carload lots, and freight rates from here are as favorable as from any other place in the country. The facilities of the company afford them every advantage, as will be realized upon investigation. The location of this industry here again emphasizes the growing importance of this city as a manufacturing center and source of supply and distribution.

SOUTHWESTERN ENGINEERING COMPANY

Engineers, Designers and Constructors, Cor. Sixth and Shelby Sts.

The above enterprise is a valuable acquisition to the facilities of Bristol, being the only one of the kind in this immediate section. Its energies are devoted to promoting, financing and constructing electric power plants, the investigation of engineering projects of all kinds and the designing of electrical and mechanical equipment. The scope of operations of this company includes electrical, mechanical, civil and hydraulic engineering. They invite enquiries from municipalities, corporations, industrial properties and individuals, and are prepared to furnish details, expert advice, plans, specifications, etc. They have recently installed, among others, a complete electrical power plant and street lighting system for St. Paul, Va., and have another in course of completion at Honaker, Va. In addition they have several other large contracts under contemplation. The personnel of this enterprise consists of Frank R. Scott, business manager, and H. Archer Womack, engineering manager. The first named gives his attention to the official departments and Mr. Womack devotes his energies to the technical details. He is an engineer of nearly ten years' experience covering all branches of the profession, and prior to his connection with his present industry he was with the celebrated engineering house of Stone & Webster Engineering Corporation of Boston. The Southwestern Engineering Co. are proprietors of The Electric Shop, which does all kinds of electric work and contracting, and handles a general line of electric supplies. The house acts as representative here for some of the largest manufacturers of electrical and mechanical supplies in the country and they have every facility in this as in other branches of their industry.

ADAIR'S HOSPITAL FOR ANIMALS

111 Water Street

In connection with the facilities of Bristol we here accord a space to an institution of a highly useful and meritorious character. We refer to Adair's Hospital for Animals, which was completed and opened to receive sick animals in October of the past year. The hospital is one of the most modern and well arranged institutions of the kind in this part of the country. It is in every way sanitary. The floor is of concrete and what little wood there is is of oak. There are a number of separate loose boxes, which isolate each animal. The best methods and latest improved appliances and apparatus are utilized. A properly equipped establishment, such as this, affords conveniences for the correct treatment of sick animals, otherwise unattainable. Another point is, that when the animal is placed in this hospital, it receives the constant attention of the veterinary at a

stated charge per day, instead of as when treated at the owner's stable each visit is separately charged for. This makes it cheaper to the owners in the end, and at the same time the animal receives better care and attention. Dr. H. H. Adair is a graduate of the United States College of Veterinary Surgeons, of Washington, D. C. He is in every way qualified. The hospital is on both phones and Dr. Adair residing on the premises his services are accessible at any hour of the day or night. The city may be congratulated in the possession of this establishment, as it affords facilities not often available in places of far greater population and pretensions than Bristol.

KEMBLE-COCHRAN COMPANY

Booksellers, Stationers, Office Supplies, Etc., 623 State Street

Combining wholesale operations with its retail business is the well-known enterprise of the Kemble-Cochran Co., established in 1907. This house is the most important and extensive of its kind in this section. The company occupies its own handsome three-story building at the above address, which is of the dimensions of 25x100 feet. Here may be found a particularly complete and diversified stock of goods, which includes standard novels, new books of fiction, travels, school books and literature generally. Also stationery, office supplies, all makes of typewriters, the Wales and American adding machines, all improved filing systems, blank books and loose leaf systems of bookkeeping, sectional book cases, photographic supplies, fine leather goods, fine hand painted china, a complete line of silverware, electric lamps, portables and domes, a large assortment of electric and alcohol stoves, alcohol and electric percolators, "Thermos" bottles, single and in cases suitable for automobilists, a large line of French ivory toilet and manicure sets, also the same in

silver; art clocks, Waterman's and Conklins fountain pens, also Kemble-Cochran's Durabul fountain pens, cut-glass, carved wood goods, brasses and bronzes, pictures of all kinds, sporting and athletic goods, holiday goods in season, wedding and birthday gifts, etc., etc. There is also a picture frame department and these are made to order from a large variety of mouldings shown. Any article not in stock is promptly obtained to order. The diversity here is such as is seldom found even in the largest cities, and the prices will be found very moderate. This company also transacts an important wholesale business with merchants within 150 miles from Bristol. The best inducements are offered to the trade, and



attractive prices and prompt shipments may be depended on. Mr. W. H. Kemble is president and manager of the company. He has had every experience and he is a skillful buyer, knowing just what are the public requirements in these lines. The house altogether may be quoted as among the most enterprising and progressive of the trade conveniences of this city.

BRISTOL BROOM COMPANY

Manufacturers of Brooms, Bristol, Tennessee

This enterprise is comparatively a recent, but valuable acquisition to the manufacturing facilities of this city. It was instituted January 1, 1911. The gentlemen conducting the enterprise are: E. W. Whitteker, president; W. P. Reeves, vice-president; E. C. Whitteker, secretary, and D. A. Williams. The two first named are active in the management and they were formerly commercial travellers, and they thoroughly understand the requirements of the business. Believing that there was an opening here for an industry of this character, they started their enterprise, and it has been a success from the start, and promises to continue to progress and develop. The company manufactures floor and warehouse brooms, and indeed every description of broom made from broom corn. They make over fifteen different varieties. The factory is new, and is equipped with latest up-to-date appliances, including a printing press for stamping labels on the brooms, and they make brooms with customers own name or brands if required. They employ about twenty-five hands, a number of these being men of lengthened practical experience. Mr. Reeves gives his closest attention to overseeing the operations and Mr. E. W. Whitteker attends to the official and financial details. The trade of the house is throughout Tennessee, Virginia, West Virginia, Mississippi, Alabama, Georgia, Florida, Kentucky, Ohio, and Pennsylvania. They employ four travelling salesmen direct from Bristol, in addition to six others by special arrangement, this practically giving them the services of ten representatives. The house embodies in its business policy the most modern methods and honorable principles. Sales are made to the jobbers and through the wholesalers. In cases where orders come from the retailers, these orders must be handled through the jobbers and not direct by the house. This policy protects the wholesale merchant. Manufacturers are not always so scrupulous in many instances. The products are made in several grades, and special pains are taken with the cheaper grades, the workmanship being of the same high character as with the best, the difference in price being only in the raw material. The firm invites enquiries and will be glad to quote prices, etc. The business at the present time is running well on orders, and its resources are fully adequate to all demands that may be made upon it.

PAXTON LUMBER COMPANY

Manufacturers and Wholesalers of Lumber, Bristol, Tennessee

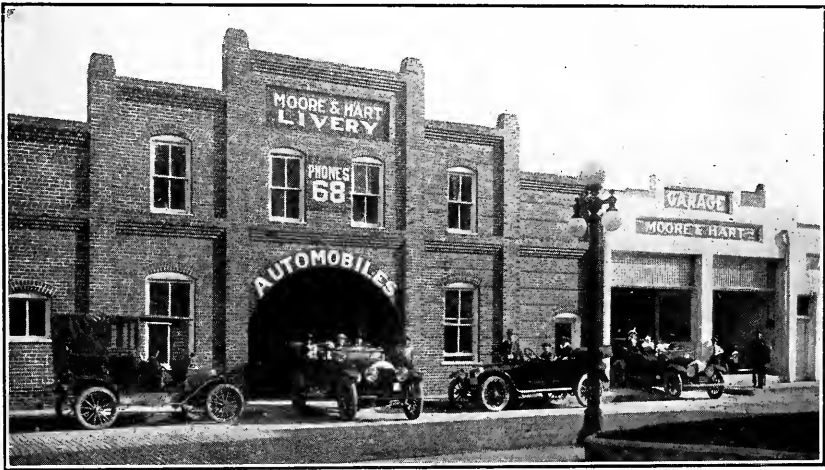
Bristol is headquarters for a very important trade in lumber and prominently identified with this business here is the Paxton Lumber Co., which was established in 1908. The facilities of this enterprise are noticeably of the best. In this city they have a planing mill and all required conveniences. In addition they have a number of mills, mostly in North Carolina, which have a large capacity. The lumber manufactured is oak, chestnut, poplar, basswood and white pine. They manufacture both rough and dressed lumber, which they ship in carload lots direct from the mills to destination. Freight rates to the East and elsewhere

are as reasonable and favorable as from any point, while the quality of the lumber will compare favorably with any. These localities are the home of the most desirable hard woods and the company with their facilities are enabled to quote prices as low as the lowest. They invite enquiries and will be glad to furnish current prices upon application. Today prices are particularly favorable for buyers and it is not likely that they will recur for a long period if at all. The company at the present time has large stocks available to fill orders and they really have valuable inducements to offer. The executive officers of the Paxton Lumber Co. are M. K. Pierpont, of Chicago, capitalist, president; H. E. Pierpont, of Chicago, and freight traffic manager of the Chicago, Milwaukee & St. Paul Railroad, vice-president; V. K. Simpson, of Bristol, secretary and treasurer, and C. E. Paxton, of Bristol, general manager. The two latter gentlemen are experienced lumber men and give their close attention and energies to the details of the industry here, which may be quoted as a valuable acquisition to the manufacturing and distributive facilities of the city.

MOORE & HART

Livery and Automobiles, 115 Water Street

One of the most useful enterprises of this city is that now conducted as Moore & Hart, which was instituted by Mr. C. P. Moore in 1893. It continued to be conducted by this gentleman alone until 1900, when Mr. J. C. Hart became a member of the firm. Until about two years ago the business was confined to an ordinary livery enterprise, but at the time



mentioned, the automobile business was added. The premises now occupied comprise the stable, which is of the dimensions of 30x60 feet, and the garage 65x160 feet. A portion of the original building has been absorbed in the new automobile department. The new garage is one of the best appointed and up-to-date establishments of the kind in this part of the country. It is constructed of solid concrete and it has accommodations for about forty machines. There is also a gasoline tank at the edge of the walk outside the premises, which affords the best of facilities for promptly supplying gasoline to automobiles. The house does a regular livery business, furnishing all kinds of vehicles. They have about thirty-five various rigs and about thirty horses. They make a specialty of funerals, weddings, etc., and have all facilities available. They furnish

taxi-cabs to order and have automobiles for hire for pleasure and business purposes. They cater particularly to commercial travellers and in both branches they offer them special rates. The firm stores automobiles for private parties, giving them the best care. They have a repair department where all kinds of repairs are done promptly and at reasonable prices. They handle automobile supplies of all kinds, tires, etc., making a specialty of the well-known Goodyear tires. Messrs. Moore & Hart also deal in automobiles, handling the celebrated Oakland and Dodge Bros. motor cars. These sell at \$1,200 to \$1,785 for the Oaklands and \$785 for the Dodge Bros.' machines. They are equal to the best of their class. Enquiries are invited and demonstrations are given if required. The firm has disposed of a large number of these cars within a recent period. The members of the firm are C. P. Moore and J. C. Hart, well-known residents. They devote to their enterprise their closest care and attention in the interests of their patrons. Their prices will be found very moderate and the service of the best. Their facilities will compare favorably with any, and residents and visitors will equally find their best interests served in transactions with this house.

J. H. SWAN & SON

Wall Papers, Paints, Etc., and Decorators, 16 and 18 Sixth Street

An enterprise that can claim a continuous business career of over thirty-seven years in Bristol is certainly entitled to special recognition in these pages. This applies to the house of J. H. Swan & Son, founded by the senior partner in 1878. It may be said that no concern here is better known or better appreciated in its line. The firm has well appointed and convenient premises where all facilities are available. They are large dealers in wall papers, paints and painters' supplies and they are also paper hangers, house painters and decorators. In wall papers, here may be found thousands of rolls of all qualities and varieties, both domestic and imported. They can give customers any selection, equal to what may be offered at a Fifth Avenue store in New York or in any large city in the country. In paints they specialize the "Stag" paste paints, which are made in all colors, and "Buck" white lead, goods of national reputation. They also carry painters' supplies of all kinds and varieties. Their stocks are obtained direct from manufacturers and importers, and notwithstanding the war, they have on hand a large assortment of English and German products. A special department is paper hanging, painting and decorating, and in this regard the house has attained to high repute. Their business extends to within a radius of 100 miles of Bristol. They employ from twelve to twenty experienced hands, who work under the direct superintendence of the proprietors. We may say that probably from two-thirds to three-quarters of the work in this line done in Bristol during past years has been executed by this house. They invite enquiries and will furnish estimates and will carry out all contracts, whether large or small, efficiently, promptly and at reasonable prices. Mr. J. H. Swan has had fifty years' experience. He is a native of England, where he served his apprenticeship. He has worked during his lengthened career in practically every large city of the United States. He now gives his particular energies to superintending the outside work. His son, Mr. C. K. Swan, has been a partner for the past seven years, but he has been identified with the industry, in co-operation with his father, for some sixteen years. Briefly, in closing, we will only further say that with so long a career and with the highest reputation, this house is eminently entitled to the full confidence and consideration of all having dealings with it.

WASHINGTON TRUST & SAVINGS BANK Moore and State Streets

The Washington Trust & Savings Bank was founded in 1896 and it has ever since maintained a reputation of the highest. The capital stock of the bank paid in is \$50,000, with surplus and undivided profits aggregating about \$6,500. The deposits average about \$200,000, the total resources being about \$275,000. The Washington Trust & Savings Bank transacts a regular banking business, receiving deposits subject to check, making loans, discounts, collections, etc. Its principal energies are devoted to its savings department. Any sum is received from one dollar upwards and interest is paid and is compounded every June and December. Three per cent. interest is also paid on certificates of deposit. Savings are invited from all; also accounts subject to check, especially from private individuals and professional men. The large sums held in trust are invested in such a manner as assures absolute security, and they consist of loans on improved real estate, farm lands, municipal bonds, mortgages, etc. On real estate the bank only loans up to a reasonable proportion of the cash value, thereby guarding against depreciation and possible loss. The bank has never found it necessary to foreclose on a property and realize less than the sum loaned on it. The executive officials and board of directors of the bank are J. D. Mitchell, president; H. E. Jones, vice-president and chairman of the board; A. P. Moore, vice-president; J. A. Mahoney, vice-president; W. L. Copenhagen, cashier, and D. T. McKee, assistant cashier. The directors are J. D. Mitchell, H. E. Jones, A. P. Moore, J. A. Mahoney, J. N. Huntsman, H. P. Wyman, J. A. Stone, W. H. Cox, J. L. C. Smith, W. G. Sheen, John H. Gose, J. D. Taylor and A. J. Roller, all men of prominence and standing, and the scrupulous care with which they have guarded the funds placed in their charge and the success which has attended their management indicate that they fully appreciate their responsibilities. Today the Washington Trust & Savings Bank is the strongest and most reliable of similar institutions in this section of the country. Every incentive is here offered to induce the public to save. Small economies are seldom a deprivation, and the aggregate when deposited in charge of this institution, coupled to the interest, soon amounts to important dimensions and may be the nucleus and forerunner of a future competence and independence.

BUNTING & SON Druggists, 420 and 422 State Street

The above enterprise is the oldest established of the kind here. For many years it was known as Bunting & Son, but it was acquired by its present proprietors about six years ago. The store is commodious and well appointed and contains a particularly large and complete stock of fresh drugs and medicines of standard quality, patent medicines, a large line of toilet articles, perfumery, cigars, etc. In the prescription department the greatest care is exercised and all drugs are of the freshest and best quality. The house has in its employ three registered druggists and every safeguard is taken to ensure accuracy and precision. The firm also handles the Eastman Kodak cameras and a full assortment of photo supplies. The soda fountain here is one of the features of Bristol. All kinds of delicious summer and winter drinks are dispensed to perfection. The store is a place of rendezvous with ladies when shopping and with residents and visitors generally. The proprietors are J. E. Long and J. W. Jones. The latter gentleman is a graduate of the Department of Pharmacy of the University of Maryland. Both are well known residents and they were for some years connected with the enterprise as errand

before becoming proprietors. They have adopted as their watchword "quality and service," which carried out, has made the establishment one of the most popular of the retail trade conveniences of Bristol.

HOLLEMBEAK MUSIC COMPANY, Incorporated
Music Publishers and Dealers in Musical Instruments, 530 State St.

A recently established enterprise of an unique and useful character, and one not usually found in cities of the population of Bristol, is that of the



*Yours for a great deal
 R. G. Hollembeak.*

Hollembeak Music Co., established August 1, 1914. It has since steadily acquired an increasing business and extended its operations. The energies of the house are directed to the publication and sale of sheet music, and to dealing in musical instruments direct to the public, by means of the mail order system. In sheet music the firm carries a very full and complete line of popular, vocal and instrumental music, sold at a marked reduction under publishers' prices. They also publish music of their own and notably the compositions of Mr. R. G. Hollembeak, the president of the company. We will mention of these the "Princess of Pearl" waltz, the "Arrival of the Elks" and the "Arrival of the Eagles" marches and two steps, and a song entitled "My Mother's Lullaby." This latter met with a large success, and orders have been received from jobbers

all over the country. Its sales have now nearly reached 100,000 copies, and this number may even be exceeded. This song will soon be followed by others from the same capable source. We will now speak of the Hollembeak pianos and organs, very high-class productions. They are sold to the public without the city. They are produced under the specific direction of Mr. Hollembeak, who apart from being a composer, is a skilled practical piano builder of over twenty years experience. These pianos embody the fine points of a perfect instrument, avoiding all the weak ones, resulting in a piano which even at a much higher price has no superior, the public obtaining them at a price often charged to jobbers for many others. At \$287.50, spot cash, it is wonderful value. They are also sold on the easy payment system if desired. The company sells cornets and other brass instruments, guitars, mandolins, banjos, violins, to the basses and small musical instruments generally. They invite

enquiries and will send catalogues on application, as well as details in regard to all their wares. We believe that this house is the largest doing a musical mail order business in the country. The business is conducted strictly on a fair and square dealing basis. The executives of the company comprise R. G. Hollembeak, president; Oscar Simmons, vice-president; R. M. Boggs, treasurer, and W. L. F. Rosenblatt, secretary and treasurer.

CALDWELL COAL COMPANY

17 Fourth Street

Attention is here due to the important coal enterprise carried on as the Caldwell Coal Co., which was originally instituted about 1890. It was conducted for a number of years by its present proprietors, but subsequently was leased for a time to other parties. In May of the past year, the original ownership was resumed, and at once the business began to expand considerably and increase its operations. At the above address the company occupies large yards, coal tracks and a tippie, which can accommodate 100 cars. They supply the public of this city and vicinity with coal which is all mined in Virginia, West Virginia and Tennessee, including Pardee and the celebrated Pocahontas coal. They also supply steam coal to industrial plants here and in the neighborhood. The quality of the coal handled is of the best and patrons receive it clean and well screened, and promptness of delivery is a feature. A specialty of the house is supplying large consumers in carload lots direct from the mines and they do an important business in this detail, furnishing small steam plants, hotels and others in places around Bristol. The gentlemen identified with the ownership of the business are H. C. Caldwell and L. O. Caldwell. The latter devotes his constant care and attention to the details of the enterprise. He has had about ten years active experience of this industry. The house enjoys the closest relations with important coal mines and operators and it has the best inducements to offer equally to large and small consumers. As an important exponent of the trade facilities of the city we accord to this concern the courtesy of proper recognition, assured that business relations entered into with it will be met with courtesy, fair dealing, promptness and every facility.

BRISTOL HOME COMPANY

Office, Scott Street

The above named company has contributed largely to the upbuilding and settlement of an important division of the suburbs of the city. They were the original owners of some 500 acres of land in the northwestern part of Bristol. They improved their property, graded and laid it out into town lots, and built side walks and converted it into a most desirable residence section. A large proportion of the lots have been sold to desirable people and many residences erected on the same. At the present time there are some 150 lots left and these constitute a very promising opportunity, either for investment or occupation. In fact, it is today the only suburban property, properly improved, available here. The price of the lots is from \$150 and upwards, and these are for sale for cash or on terms to suit purchasers. The company invites enquiries direct or through the real estate dealers here. There are advantageous sites along the line of the railroad suitable for manufactories, and the Board of Trade will be pleased to correspond with any who may be seeking a favorable location in which to engage in industrial operations. The company was established here in 1899, and it has been very successful in disposing of the majority of the property. The president is B. T. Clark; Thos. Clyde is secretary and treasurer, and Geo. M. Holstein is vice-president. These gentlemen are capitalists, and residents of New York City. The same gentlemen are

also identified with the proprietorship of the Interstate Coal & Iron Co., who are owners and lessees of some thousands of acres of mineral lands in Virginia, Tennessee and North Carolina. Mr. Thos. Gemmell, the local representative of both enterprises in Bristol, has been connected with the gentlemen identified with the proprietorship, for about twenty-five years.

NIXON BUSINESS COLLEGE
Bachman Building, Shelby and Sixth Streets

Business colleges may, perhaps, be said to be of the greatest *practical* utility of all educational institutions, because they at once prepare their pupils to fight the battle of life. Nixon's Business College was established here by Prof. C. H. Nixon about three years ago and it at once took



a prominent position. The college occupies the entire third floor at the above address. It is equipped with every modern convenience, and recently important improvements have been introduced, including a banking office and counting department, and new apparatus and appliances, such as an adding machine, the best makes of typewriters, etc. The patronage of the college includes the city, all parts of this and neighboring states. Proper boarding accommodations are found for out-of-town pupils at very lowest rates, and every safeguard is taken to efficiently pro-

tect the pupils from undesirable influences. The departments of study here include a thorough preparatory course in English, and a complete commercial course, and a course of stenography and typewriting. Penmanship is a particular feature and a thorough training to make pupils first class correspondents, including instruction in spelling, grammar, arithmetic, punctuation, paraphrasing, etc. Pupils are prepared to enable them to satisfactorily fill any position and they are also qualified to become teachers in similar institutions, if they should desire to adopt this profession. The Nixon Business College also gives a civil service course, preparing pupils to pass examinations to qualify them to fill positions under the United States Government. Another department is an employment bureau for teachers, so that other business colleges can obtain here fully qualified teachers at short notice, the president being in close touch with both teachers and schools. The faculty includes the president, his wife and sister, and assistants, who are all thoroughly qualified. The best evidence of the efficiency of the institution is afforded by testimonials from former pupils and from employers who have here obtained competent assistants. Particular care is given to each individual pupil, and the advantages here offered to youths of both sexes of comparatively restricted means are self-evident, and a career is at once opened to all who determine to become proficient. The president, Prof. C. H. Dixon, is thoroughly experienced. He has taught in commercial branches in West Virginia, Indiana, North Carolina, Texas, Maryland, Georgia, Virginia and Washington, D. C. He has passed civil service examinations and holds a number of certificates in business and in professional penmanship; also he possesses other high qualifications. He invites correspondence, and catalogue and printed matter, along with terms, will be cheerfully forwarded upon application.

ROSENBLATT PIANO COMPANY 530 State Street

It was about three years ago that the headquarters of the Rosenblatt Piano Co. were removed to Bristol from Greenville, Tenn., where it was established in 1857, by the late P. G. Rosenblatt, who died some sixteen years ago. The company still operates a store at Greenville, but the main establishment is now here. The executive officials are F. A. Rosenblatt, president; C. Boggs, vice-president, and W. L. F. Rosenblatt, secretary and treasurer. The company occupies in this city a large three-story building in the heart of the business section. They are dealers in pianos and organs, making specialties of the Knabe, Kranich & Bach, Lester, Crown, Concord, and Haines Bros. pianos, and the Kimball and Estey organs, instruments which are altogether first-class and desirable of their grades. They are sold at prices from \$300 to \$1,500 to the public within a radius of about 150 miles from Bristol. This company is in the closest touch with manufacturers and their reputation and experience, extending over nearly sixty years, assure that they entirely understand the public requirements. Instruments are sold for cash or on the easy payment system, and they have eight or nine salesmen calling on customers. The house enjoys the highest reputation for fair dealing, and instruments are sold strictly on their merits. The firm also does repairing of all kinds, and tuning by experts, promptly and at reasonable prices. The company handles the Victor, Edison and Columbia talking machines, and a large assortment of the latest records. The above are also sold for cash or on terms as desired. Of the members of the firm, Messrs. F. A. Rosenblatt and W. L. F. Rosenblatt are sons of the founder of the business. The first-named still resides at Greenville and the latter is in charge of the

Bristol house. Both have a life-long experience of the business. Mr. Boggs is also connected with the Cox Hat Co. In all details the facilities of this company are of the best, and for values and honorable methods it will compare well with any similar concern in the South. They invite enquiries and will be glad to correspond or send a representative, if desired.

BRISTOL TYPEWRITER COMPANY, Incorporated
Office Outfitters, 22 Lee Street

Reflecting in this volume the leading wholesale, manufacturing and other interests of this city, it is wholly in keeping that we should here devote a measure of our space to the above useful and enterprising concern. The Bristol Typewriter Co. was instituted in 1907, and was incorporated in 1910. Mr. F. B. Caldwell is president and Mr. M. W. Canter is secretary and treasurer. The company adopt as their title, "Office Outfitters," and they fulfill this designation completely. They handle typewriters, making a specialty of the "Royal," which is equal to the very best manufactured. They also handle "rebuilt" and they take other machines in exchange, allowing fair prices for them. Another line is filing cabinets, featuring the well-known "Y. & E." products. Safes constitute another department and they sell the "York" safes, made in York, Pa.; also fire proof safe cabinets made in Ohio. In addition they supply office furniture, including desks, chairs, ledgers, loose leaf systems of bookkeeping, notably those well-known as the "P. & M." system, made in Chicago. They specialize in all the above and are experts in all connected with these lines. They are in close touch with manufacturers and can offer patrons the lowest prices and prompt filling of orders. Of the members of the firm we may say that Mr. Caldwell is also engaged in the compilation of court and other indexes and is a resident of Bristol city. Mr. Canter gives his close attention to the details of this enterprise and entirely understands its requirements. He was formerly stenographer with the E. W. King Co. of this city. The trade of the house extends throughout a radius of 100 miles from Bristol and steadily increases. All who may need any thing pertaining to the furnishing and equipment of an office will do well to communicate with this concern, which has the best of inducements to offer them.

GANNON ELECTRIC COMPANY

Electrical Engineering and Supplies, 28 Moore Street

The oldest established concern in this city engaged in the above line of industry is the Gannon Electric Co. It was founded by Mr. James Gannon some twenty-five years ago, of which about ten years have been in the present location. Here the concern has show rooms and work shops where all required facilities are at hand. The Gannon Electric Co. is prepared to undertake contracts for anything in the line of electrical engineering, including the installation of electric plants, telephones, wiring, signs, motors, fans, etc. This house has installed the majority of electric work in this city and its reputation is of the best for efficiency and completeness, while the prices will be found fair and moderate. The house also deals in electric supplies of all kinds of the best manufacture and is in close touch with some of the leading makers of these goods in the country. The patronage of the house extends to the surrounding localities. A number of skilled operatives are employed who work under the direct supervision of Mr. Gannon, who with so lengthened and experience is in every way conversant with all technical details. He invites enquiries and will be glad to furnish all particulars, plans and estimates. The reputation the house enjoys for good work and honorable methods is evidenced in the satisfaction of patrons who have given their interests to its care.

BRISTOL PAINT & PAPER COMPANY

**Wall Paper, Paints, Etc., Paper Hangers, Contractors, Etc.
18 and 20 Moore Street**

This enterprise was established about five years ago and has since developed an important business. The company has well appointed premises where it has a show room and where may be seen a large and varied stock of American and imported wall papers, in large variety of patterns and prices; also paints and painters' supplies of all kinds, a specialty being made of Warren Bros. Double Standard Paints, goods of the highest quality and reputation. The specialty of the house, however, is contracting for the execution of paper hanging, all kinds of house painting, decorating, etc. They have done a very large amount of work since they started operations, and we may mention inside and outside work in the Virginia Court House in this city, the Mahoney building, Big Stone Gap Hotel, Big Stone Gap, Va., and they have recently finished the painting and decorating in the residence of D. C. Stewart, of Rosedale, Russell County, the Moose Hall at Bristol, besides many others too numerous to mention. The above of course are merely cited as exponents of the work of this concern. Their business includes localities centering around the city for 100 miles. They invite enquiries and will be glad to furnish estimates and all particulars. They may be depended upon to carry out all contracts to the complete satisfaction of patrons, and their prices will be found very reasonable, and promptness is a feature. They employ ten to twelve workmen, the number varying with the seasons. Mr. E. R. Shipley, the manager, directly supervises all operations. He is a practical man, having had a life-long experience of the business. He learned his trade as a youth, and afterwards worked at it as a journeyman. A business connection with this house may be relied upon to result in the entire satisfaction of patrons.

BRISTOL ABATTOIR COMPANY

Manufacturers of Ice and Wholesalers of Meat, Bristol, Tenn.

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is large, there being facilities for the storage of about 1,000 hogs and from 200 to 250 head of cattle. The proprietorship of this business comprises A. J. Wagner, president, and C. F. Gauthier, secretary and treasurer. Mr. Gauthier was the originator of this enterprise, and to him is probably due the amelioration in the methods of the slaughtering and storage of meat in this city. For twelve years he has been connected with the meat industry here, and in various parts of the country and he is well qualified in the usage of all by-products. He is one of the best known citizens of Bristol and until recently was postmaster of Bristol, Va. He has also been mayor of the city.

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WASHINGTON TRUST & SAVINGS BANK Moore and State Streets

The Washington Trust & Savings Bank was founded in 1896 and it has ever since maintained a reputation of the highest. The capital stock of the bank paid in is \$50,000, with surplus and undivided profits aggregating about \$6,500. The deposits average about \$200,000, the total resources being about \$275,000. The Washington Trust & Savings Bank transacts a regular banking business, receiving deposits subject to check, making loans, discounts, collections, etc. Its principal energies are devoted to its savings department. Any sum is received from one dollar upwards and interest is paid and is compounded every June and December. Three per cent. interest is also paid on certificates of deposit. Savings are invited from all; also accounts subject to check, especially from private individuals and professional men. The large sums held in trust are invested in such a manner as assures absolute security, and they consist of loans on improved real estate, farm lands, municipal bonds, mortgages, etc. On real estate the bank only loans up to a reasonable proportion of the cash value, thereby guarding against depreciation and possible loss. The bank has never found it necessary to foreclose on a property and realize less than the sum loaned on it. The executive officials and board of directors of the bank are J. D. Mitchell, president; H. E. Jones, vice-president and chairman of the board; A. P. Moore, vice-president; J. A. Mahoney, vice-president; W. L. Copenhaver, cashier, and D. T. McKee, assistant cashier. The directors are J. D. Mitchell, H. E. Jones, A. P. Moore, J. A. Mahoney, J. N. Huntsman, H. P. Wyman, J. A. Stone, W. H. Cox, J. L. C. Smith, W. G. Sheen, John H. Gose, J. D. Taylor and A. J. Roller, all men of prominence and standing, and the scrupulous care with which they have guarded the funds placed in their charge and the success which has attended their management indicate that they fully appreciate their responsibilities. Today the Washington Trust & Savings Bank is the strongest and most reliable of similar institutions in this section of the country. Every incentive is here offered to induce the public to save. Small economies are seldom a deprivation, and the aggregate when deposited in charge of this institution, coupled to the interest, soon amounts to important dimensions and may be the nucleus and forerunner of a future competence and independence.

BUNTING & SON Druggists, 420 and 422¹/₂ State Street

The above enterprise is the oldest established of the kind here. For many years it was known as Bunting & Son, but it was acquired by its present proprietors about six years ago. The store is commodious and well appointed and contains a particularly large and complete stock of fresh drugs and medicines of standard quality, patent medicines, a large line of toilet articles, perfumery, cigars, etc. In the prescription department the greatest care is exercised and all drugs are of the freshest and best quality. The house has in its employ three registered druggists and every safeguard is taken to ensure accuracy and precision. The firm also handles the Eastman Kodak cameras and a full assortment of photo supplies. The soda fountain here is one of the features of Bristol. All kinds of delicious summer and winter drinks are dispensed to perfection. The store is a place of rendezvous with ladies when shopping and with residents and visitors generally. The proprietors are J. E. Long and J. W. Jones. The latter gentleman is a graduate of the Department of Pharmacy of the University of Maryland. Both are well known residents and they were for some years connected with the enterprise as employees

before becoming proprietors. They have adopted as their watchword "quality and service," which carried out, has made the establishment one of the most popular of the retail trade conveniences of Bristol.

HOLLEMBEAK MUSIC COMPANY, Incorporated
Music Publishers and Dealers in Musical Instruments, 530 State St.

A recently established enterprise of an unique and useful character, and one not usually found in cities of the population of Bristol, is that of the

Hollembeak Music Co., established August 1, 1914. It has since steadily acquired an increasing business and extended its operations. The energies of the house are directed to the publication and sale of sheet music, and to dealing in musical instruments direct to the public, by means of the mail order system. In sheet music the firm carries a very full and complete line of popular, vocal and instrumental music, sold at a marked reduction under publishers' prices. They also publish music of their own and notably the compositions of Mr. R. G. Hollembeak, the president of the company. We will mention of these the "Princess of Pearl" waltz, the "Arrival of the Elks" and the "Arrival of the Eagles" marches and two steps, and a song entitled "My Mother's Lullaby." This latter met with a large success, and orders have been received from jobbers



all over the country. Its sales have now nearly reached 100,000 copies, and this number may even be exceeded. This song will soon be followed by others from the same capable source. We will now speak of the Hollembeak pianos and organs, very high-class productions. They are sold to the public without the city. They are produced under the specific direction of Mr. Hollembeak, who apart from being a composer, is a skilled practical piano builder of over twenty years experience. These pianos embody the fine points of a perfect instrument, avoiding all the weak ones, resulting in a piano which even at a much higher price has no superior, the public obtaining them at a price often charged to jobbers for many others. At \$287.50, spot cash, it is wonderful value. They are also sold on the easy payment system if desired. The company sells cornets and other brass instruments, guitars, mandolins, banjos, violins, 'cellos, basses and small musical instruments generally. They invite

enquiries and will send catalogues on application, as well as details in regard to all their wares. We believe that this house is the largest doing a musical mail order business in the country. The business is conducted strictly on a fair and square dealing basis. The executives of the company comprise R. G. Hollembeak, president; Oscar Simmons, vice-president; R. M. Boggs, treasurer, and W. L. F. Rosenblatt, secretary and treasurer.

CALDWELL COAL COMPANY

17 Fourth Street

Attention is here due to the important coal enterprise carried on as the Caldwell Coal Co., which was originally instituted about 1890. It was conducted for a number of years by its present proprietors, but subsequently was leased for a time to other parties. In May of the past year, the original ownership was resumed, and at once the business began to expand considerably and increase its operations. At the above address the company occupies large yards, coal tracks and a tippie, which can accommodate 100 cars. They supply the public of this city and vicinity with coal which is all mined in Virginia, West Virginia and Tennessee, including Pardee and the celebrated Pocahontas coal. They also supply steam coal to industrial plants here and in the neighborhood. The quality of the coal handled is of the best and patrons receive it clean and well screened, and promptness of delivery is a feature. A specialty of the house is supplying large consumers in carload lots direct from the mines and they do an important business in this detail, furnishing small steam plants, hotels and others in places around Bristol. The gentlemen identified with the ownership of the business are H. C. Caldwell and L. O. Caldwell. The latter devotes his constant care and attention to the details of the enterprise. He has had about ten years active experience of this industry. The house enjoys the closest relations with important coal mines and operators and it has the best inducements to offer equally to large and small consumers. As an important exponent of the trade facilities of the city we accord to this concern the courtesy of proper recognition, assured that business relations entered into with it will be met with courtesy, fair dealing, promptness and every facility.

BRISTOL HOME COMPANY

Office, Scott Street

The above named company has contributed largely to the upbuilding and settlement of an important division of the suburbs of the city. They were the original owners of some 500 acres of land in the northwestern part of Bristol. They improved their property, graded and laid it out into town lots, and built side walks and converted it into a most desirable residence section. A large proportion of the lots have been sold to desirable people and many residences erected on the same. At the present time there are some 150 lots left and these constitute a very promising opportunity, either for investment or occupation. In fact, it is today the only suburban property, properly improved, available here. The price of the lots is from \$150 and upwards, and these are for sale for cash or on terms to suit purchasers. The company invites enquiries direct or through the real estate dealers here. There are advantageous sites along the line of the railroad suitable for manufactories, and the Board of Trade will be pleased to correspond with any who may be seeking a favorable location in which to engage in industrial operations. The company was established here in 1899, and it has been very successful in disposing of the majority of the property. The president is B. T. Clark; Thos. Clyde is secretary and treasurer, and Geo. M. Holstein is vice-president. These gentlemen are capitalists, and residents of New York City. The same gentlemen are

also identified with the proprietorship of the Interstate Coal & Iron Co., who are owners and lessees of some thousands of acres of mineral lands in Virginia, Tennessee and North Carolina. Mr. Thos. Gemmell, the local representative of both enterprises in Bristol, has been connected with the gentlemen identified with the proprietorship, for about twenty-five years.

NIXON BUSINESS COLLEGE
Bachman Building, Shelby and Sixth Streets

Business colleges may, perhaps, be said to be of the greatest *practical* utility of all educational institutions, because they at once prepare their pupils to fight the battle of life. Nixon's Business College was established here by Prof. C. H. Nixon about three years ago and it at once took



a prominent position. The college occupies the entire third floor at the above address. It is equipped with every modern convenience, and recently important improvements have been introduced, including a banking office and counting department, and new apparatus and appliances, such as an adding machine, the best makes of typewriters, etc. The patronage of the college includes the city, all parts of this and neighboring states. Proper boarding accommodations are found for out-of-town pupils at very lowest rates, and every safeguard is taken to efficiently pro-

tect the pupils from undesirable influences. The departments of study here include a thorough preparatory course in English, and a complete commercial course, and a course of stenography and typewriting. Penmanship is a particular feature and a thorough training to make pupils first class correspondents, including instruction in spelling, grammar, arithmetic, punctuation, paragraphing, etc. Pupils are prepared to enable them to satisfactorily fill any position and they are also qualified to become teachers in similar institutions, if they should desire to adopt this profession. The Nixon Business College also gives a civil service course, preparing pupils to pass examinations to qualify them to fill positions under the United States Government. Another department is an employment bureau for teachers, so that other business colleges can obtain here fully qualified teachers at short notice, the president being in close touch with both teachers and schools. The faculty includes the president, his wife and sister, and assistants, who are all thoroughly qualified. The best evidence of the efficiency of the institution is afforded by testimonials from former pupils and from employers who have here obtained competent assistants. Particular care is given to each individual pupil, and the advantages here offered to youths of both sexes of comparatively restricted means are self-evident, and a career is at once opened to all who determine to become proficient. The president, Prof. C. H. Dixon, is thoroughly experienced. He has taught in commercial branches in West Virginia, Indiana, North Carolina, Texas, Maryland, Georgia, Virginia and Washington, D. C. He has passed civil service examinations and holds a number of certificates in business and in professional penmanship; also he possesses other high qualifications. He invites correspondence, and catalogue and printed matter, along with terms, will be cheerfully forwarded upon application.

ROSENBLATT PIANO COMPANY 530 State Street

It was about three years ago that the headquarters of the Rosenblatt Piano Co. were removed to Bristol from Greenville, Tenn., where it was established in 1857, by the late P. G. Rosenblatt, who died some sixteen years ago. The company still operates a store at Greenville, but the main establishment is now here. The executive officials are F. A. Rosenblatt, president; C. Boggs, vice-president, and W. L. F. Rosenblatt, secretary and treasurer. The company occupies in this city a large three-story building in the heart of the business section. They are dealers in pianos and organs, making specialties of the Knabe, Kranich & Bach, Lester, Crown, Concord, and Haines Bros. pianos, and the Kimball and Estey organs, instruments which are altogether first-class and desirable of their grades. They are sold at prices from \$300 to \$1,500 to the public within a radius of about 150 miles from Bristol. This company is in the closest touch with manufacturers and their reputation and experience, extending over nearly sixty years, assure that they entirely understand the public requirements. Instruments are sold for cash or on the easy payment system, and they have eight or nine salesmen calling on customers. The house enjoys the highest reputation for fair dealing, and instruments are sold strictly on their merits. The firm also does repairing of all kinds, and tuning by experts, promptly and at reasonable prices. The company handles the Victor, Edison and Columbia talking machines, and a large assortment of the latest records. The above are also sold for cash or on terms as desired. Of the members of the firm, Messrs. F. A. Rosenblatt and W. L. F. Rosenblatt are sons of the founder of the business. The first-named still resides at Greenville and the latter is in charge of the

Bristol house. Both have a life-long experience of the business. Mr. Boggs is also connected with the Cox Hat Co. In all details the facilities of this company are of the best, and for values and honorable methods it will compare well with any similar concern in the South. They invite enquiries and will be glad to correspond or send a representative, if desired.

BRISTOL TYPEWRITER COMPANY, Incorporated **Office Outfitters, 22 Lee Street**

Reflecting in this volume the leading wholesale, manufacturing and other interests of this city, it is wholly in keeping that we should here devote a measure of our space to the above useful and enterprising concern. The Bristol Typewriter Co. was instituted in 1907, and was incorporated in 1910. Mr. F. B. Caldwell is president and Mr. M. W. Canter is secretary and treasurer. The company adopt as their title, "Office Outfitters," and they fulfill this designation completely. They handle typewriters, making a specialty of the "Royal," which is equal to the very best manufactured. They also handle "rebuilt" and they take other machines in exchange, allowing fair prices for them. Another line is filing cabinets, featuring the well-known "Y. & E." products. Safes constitute another department and they sell the "York" safes, made in York, Pa.; also fire proof safe cabinets made in Ohio. In addition they supply office furniture, including desks, chairs, ledgers, loose leaf systems of bookkeeping, notably those well-known as the "P. & M." system, made in Chicago. They specialize in all the above and are experts in all connected with these lines. They are in close touch with manufacturers and can offer patrons the lowest prices and prompt filling of orders. Of the members of the firm we may say that Mr. Caldwell is also engaged in the compilation of court and other indexes and is a resident of Bristol city. Mr. Canter gives his close attention to the details of this enterprise and entirely understands its requirements. He was formerly stenographer with the E. W. King Co. of this city. The trade of the house extends throughout a radius of 100 miles from Bristol and steadily increases. All who may need any thing pertaining to the furnishing and equipment of an office will do well to communicate with this concern, which has the best of inducements to offer them.

GANNON ELECTRIC COMPANY

Electrical Engineering and Supplies, 28 Moore Street

The oldest established concern in this city engaged in the above line of industry is the Gannon Electric Co. It was founded by Mr. James Gannon some twenty-five years ago, of which about ten years have been in the present location. Here the concern has show rooms and work shops where all required facilities are at hand. The Gannon Electric Co. is prepared to undertake contracts for anything in the line of electrical engineering, including the installation of electric plants, telephones, wiring, signs, motors, fans, etc. This house has installed the majority of electric work in this city and its reputation is of the best for efficiency and completeness, while the prices will be found fair and moderate. The house also deals in electric supplies of all kinds of the best manufacture and is in close touch with some of the leading makers of these goods in the country. The patronage of the house extends to the surrounding localities. A number of skilled operatives are employed who work under the direct supervision of Mr. Gannon, who with so lengthened and experience is in every way conversant with all technical details. He invites enquiries and will be glad to furnish all particulars, plans and estimates. The reputation the house enjoys for good work and honorable methods is evidenced in the satisfaction of patrons who have given their interests to its care.

BRISTOL PAINT & PAPER COMPANY

**Wall Paper, Paints, Etc., Paper Hangers, Contractors, Etc.
18 and 20 Moore Street**

This enterprise was established about five years ago and has since developed an important business. The company has well appointed premises where it has a show room and where may be seen a large and varied stock of American and imported wall papers, in large variety of patterns and prices; also paints and painters' supplies of all kinds, a specialty being made of Warren Bros. Double Standard Paints, goods of the highest quality and reputation. The specialty of the house, however, is contracting for the execution of paper hanging, all kinds of house painting, decorating, etc. They have done a very large amount of work since they started operations, and we may mention inside and outside work in the Virginia Court House in this city, the Mahoney building, Big Stone Gap Hotel, Big Stone Gap, Va., and they have recently finished the painting and decorating in the residence of D. C. Stewart, of Rosedale, Russell County, the Moose Hall at Bristol, besides many others too numerous to mention. The above of course are merely cited as exponents of the work of this concern. Their business includes localities centering around the city for 100 miles. They invite enquiries and will be glad to furnish estimates and all particulars. They may be depended upon to carry out all contracts to the complete satisfaction of patrons, and their prices will be found very reasonable, and promptness is a feature. They employ ten to twelve workmen, the number varying with the seasons. Mr. E. R. Shipley, the manager, directly supervises all operations. He is a practical man, having had a life-long experience of the business. He learned his trade as a youth, and afterwards worked at it as a journeyman. A business connection with this house may be relied upon to result in the entire satisfaction of patrons.

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BRISTOL METAL SHINGLES



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